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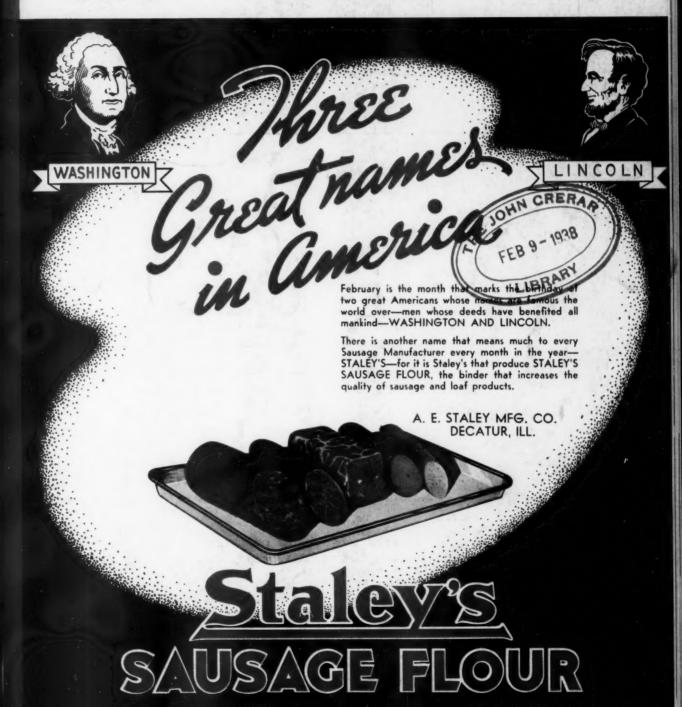
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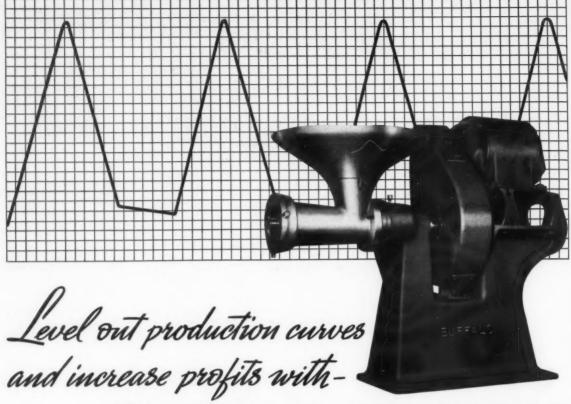
Meat Packing and Allied Industries

Volume 98

JANUARY 29, 1938

Number 5





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The grinding operation is often the key to profitable sausage production.

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GENERAL TRUCK TIRES

The National Provisioner

Volume 98

JANUARY 29, 1938

Number 5



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Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tallows
and greases, sausage materials,
hides, cottonseed oil, Chicago hog
markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

IN THIS ISSUE

NATION-WIDE MEAT CAMPAIGN-	Page
600 Units of Meat Industry Getting Under Way	
MERCHANDISING—Packer's Photo Contest Sells Shortening	14
MODERNIZATION—Canadian Packer Adds New Plant	11
REFRIGERATION—Ammonia Losses	21
PROCESSING POINTS—Making Roman Bacon Dried Beef Processing Mutton in Sausage	17
BUYER'S GUIDE—Hog Depilatory Equipment. Improved Coal Crusher. New Trade Literature.	18
NEWS OF TODAY AND YESTERDAY	9, 41

Classified Advertisements will be found on page 48. Index to Advertisers will be found on page 50.

IN EVERY ISSUE

MARKETS	Page	Page
Provisions and Lard	23	Hides and Skins32
Tallows and Greases	29	Livestock Markets 34
Vegetable Oils	31	Closing Markets
MARKET PRICES-		
Chicago Markets	44, 46	Cash and Future Prices27
New York Markets	46	Hides and Skins Prices
PROCESSING PROBLE	MS17	CHICAGO NEWS 39
REFRIGERATION	21	NEW YORK NEWS41
FINANCIAL	43	RETAIL NEWS42

VISKING REDUCES PRICES



FOR THE 15TH CONSECUTIVE TIME VISKING LOWERS PRICES

Once again Visking reaffirms its policy of sharing with its customers savings in the manufacturing cost of "VISKING" casings.

This reduction in Visking prices is made possible by a steadily increasing patronage which has swelled production to unprecedented heights. Increased production makes it possible to turn out an even finer Visking quality by new and improved methods and at definite savings. Greatly enlarged manu-

facturing facilities assure you even better service than you have enjoyed in the past.

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Boars Head Super-Seasonings

Made on standardized and time-tried formulas with the purest natural oils of spices, all their ingredients are expertly blended in non-discoloring edible carriers. That is why BOARS HEAD SUPER-SEASONINGS produce the uniformly delicious flavors and finer color that you need to increase sales to discriminating consumers.

BOARS HEAD SUPER-SEASONINGS — bacteria free, strong, and economical to use—are available for every type of sausage and meat specialty. Try them in your plant in practical tests for which we will gladly furnish working samples without charge. You will be delighted with the results.

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BEMIS Cloth Bags Reduce Packing Costs

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Women instinctively respond to the spick and span appearance of ready-to-serve meats in Bemis Cloth Bags. The sales-making ability of these neat, inviting, attractively printed packages is reflected in the upward sales curves of hundreds of packers. In the case or on the counter, Bemis Cloth Bags will win customers for your luncheon meats, bologna, sausage and similar products.

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Dependable Selection • Uniform Quality • Prompt, intelligent service • Always the best.... always a complete selection

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THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

NATIONWIDE Meat Campaign Gets 100 Per Cent COOPERATION

RGANIZED from Coast to Coast, some 600 units of the meat industry are definitely getting under way in the greatest campaign to arouse inferest in meat ever undertaken by the industry.

Dates have been set for mass meetings of packer representatives, retailers and other friends of the livestock and meat industry in practically all these 600 cities.

Material for display in retail stores—including a 9-piece pennant set, and a 6-piece window streamer set, both printed in two colors—is on its way to district chairmen for distribution to nearly 150,000 retail stores throughout the country. This material, prepared by the Department of Public Relations & Trade of the Institute of American Meat Packers with the aid of the industry's sales and advertising executives, is designed to bring meat strikingly to the consumer's attention in every store in which it is displayed.

Inaugural Meeting

Meanwhile, one of the most unusual inter-industries meetings ever called will assemble in Chicago on Tuesday, February 1. This meeting is bringing together influential friends of the livestock and meat industry from all parts of the country to discuss with representatives of the meat packing industry plans for co-operation in the program to promote interest in meat.

Attending this meeting will be heads of twenty dif-

ferent railroads, high ranking executives of twelve others, the president of the National Association of Manufacturers, farm editors, heads of great banks, representatives of trade and agricultural publications, hotel and restaurant associations, mail order houses, the National Association of Retail Meat Dealers, the National Association of Retail Grocers, the Voluntary Groups Institute, the National Association of Food Chains, representatives of many live stock organizations, and a host of others interested in the welfare of the livestock industry.

Distinguished Speakers

Speakers at the meeting will include William B. Warner, president of the National Association of Manufacturers; J. J. Pelley, president of the American Association of Railroads, Ralph Budd, president of the Chicago, Burlington & Quincy Railroad;

J. Frank Grimes, president of the Independent Grocers' Alliance Distributing Company; Ralph Hitz, president of the National Hotel Management Company, Inc.; Frank A. Ready, manager of the Waldorf-Astoria; Sewell L. Avery, chairman of the board of Montgomery Ward & Company; F. H. Massman, president of National Tea Company and a member of the National Food and Grocery Conference Committee, and Thomas E. Wilson, chairman of the board of Wilson & Co., and chairman of the Committee to Confer with

ALL SET to Go!

How 600 units of the meat industry are organizing to cooperate in the nationwide campaign to make consumers meat conscious is told on the next page in brief "news flashes" to THE NATIONAL PROVISIONER and the Institute.

The industry in all sections of the country is "on the mark" and ready to go as soon as the word is given. Some have "beat the gun" and already are on their way.

Live Stock Producers of the Institute of American Meat Packers.

All the organizations which will have representatives at the February 1 meeting, which will he held at the Palmer House in Chicago, have pledged their enthusiastic support and active participation in the meat campaign. With the co-operation of the nationwide campaign set-up of the meat packing industry, and under the leadership of the Institute of American Meat Packers, these groups are prepared to aid in promoting interest in meat as it has never been promoted before.

(Continued on page 43.)

CAMPAIGN News FLASHES

NTHUSIASM is running high as the nationwide "eat more meat" campaign gets under way. Here are some of the high lights on news of campaign progress as reported to the Institute of American Meat Packers and to THE NATIONAL PROVISIONER this week by regional and local chairmen:

NEW YORK CITY—Thousands of representatives of all branches of the meat trade attended the January 26 mass meeting at the Edison Hotel. The entire trade is enthusiastic over the "eat more meat" campaign and is prepared to make the campaign an outstanding success.—George A. Schmidt, Stahl-Meyer, Inc., Regional Chairman.

SAN FRANCISCO—More than 1,000 expected to attend mass meeting opening "eat more meat" campaign. Arrangements have been made for broadcasting "eat more meat" programs on California stations. Effort also has been made to have the Governor of California proclaim February as "Eat More Meat" month.—E. F. Forbes, Institute of American Meat Packers, State Chairman.

CHICAGO—The city is mobilizing for the greatest mass meeting of the meat trade ever held, and prepared to promote meat as never before in the home of the meat packing industry.—Oscar G. Mayer, president, Oscar Mayer and Co., Chicago Chairman.

DENVER—All units of the livestock and meat industry have united and an intensive "eat more meat" campaign has started.—T. J. Tynan, Armour and Company, State Chairman.

BOSTON—Hotels and restaurants already are featuring meat. H. F. Woodward, secretary, New England Retail Grocers' and Meat Dealers' Association, announced the opening of the Institute's meat campaign to all of New England over the Yankee Broadcasting Network, covering fourteen New England radio stations. The New England meat trade has united in its effort to arouse increased interest in meat.—John E. Wilson, District Chairman.

MIAMI, FLA.—Two thousand persons are expected to attend mass meeting which will mark opening of campaign to arouse consumer interest in meat in Miami. All units of the industry are cooperating to put the campaign across.—S. D. Waitzman, Armour and Company, City Chairman.

LITTLE ROCK, ARK.—Plans are being made to open the "eat more meat" campaign here in conjunction with official opening of the new stock yards.

This program, commanding statewide attention, includes a parade through the streets of Little Rock, speeches by the governor of Arkansas, mayors of several Arkansas cities, presidents of Chambers of Commerce, county officials, railroad officials and other prominent persons. More than 15,000 persons are expected to attend.—Otto Finkbeiner, president, Little Rock Packing Co., State Chairman.

DALLAS, TEX.—All plans are completed for mass meeting to open campaign to arouse increased interest in meat. It is expected from 1,500 to 2,000 representatives of all factors in the meat trade will attend.—H. G. Bowers, Wilson and Co., City Chairman.

HOTELS

Feature MEAT

AS ONE phase of the meat promotion tion campaign the National Live Stock and Meat Board sent out a letter to hotels throughout the United States calling attention to the lower price of meat, and expressing the hope that it would be possible to increase the variety of meat dishes on the menus in view of the price decline of from 13 to 49 per cent from the peak period.

Cooperative replies were received from hotel managers from Coast to Coast. A Kansas hotel stated that they were "consuming a good deal of beef and lamb, and are using it on our menus more than ever before and are doing all we possibly can to further the interests of the meat industry."

A large Chicago restaurant pointed out that it had felt the resistance against high prices, but now was offering a variety of meats that have met with a favorable response from patrons.

In New York City one of the largest hotels stated they would cooperate in every way to feature meat dishes on their menus, "as this is to our interest as well as yours. This subject will be discussed with our steward, chef and maitre d'hotel and you may rest assured of full cooperation for mutual benefit."

An Indiana hotel admitted that when meat prices were high they had practiced certain economies, but now would be able to "raise our quality and even consider other meat dishes which have been eliminated during high prices."

(Continued on page 43.)

HOUSTON, TEX.—Big mass meeting of retailers held January 26 gave 100 percent endorsement to campaign.—G. L. Childress, Houston Packing Co., Regional Chairman.

WALTHAM, MASS.—We are doing everything in our power to make a big success of this campaign.—J. F. Flynn, Swift & Co., City Chairman.

LOS ANGELES—Plans for big mass meeting are under way, and campaign will go forward as soon as advertising materials are received.—C. A. Roberts, Cudahy Packing Co., Regional Chairman.

DULUTH, MINN.—Mass meeting is being arranged and full support of meat trade is assured.—H. R. Elliott, Elliott & Co., City Chairman.

OMAHA, NEB.—Campaign is well organized. Retailers have endorsed it 100 per cent.—Wm. Diesing, vice president, Cudahy Packing Co., Regional Chairman.

PITTSBURG, KAN.—Mass meeting has been held and everybody is enthusiastic about the campaign. Station KOAM broadcast call for mass meeting every thirty minutes throughout Kansas, Oklahoma, Arkansas, Missouri.—E. D. Henneberry, Hull and Dillon Packing Co., City Chairman.

MEMPHIS—Campaign plans are under way, with enthusiasm running high.—G. D. Strauss, Memphis Packing Co., District Chairman.

WICHITA, KAN.—Meat campaign program is being broadcast four times daily. Articles on campaign have appeared in both newspapers. Plans under way to hold mass meeting of meat trade.

—J. D. Higgins, Cudahy Packing Co., City Chairman.

KANSAS CITY, KAN.—Mass meeting of the entire trade held on January 25, and campaign is under way with everybody enthusiastically co-operating.—Paul A. Dett, Armour and Company, Regional Co-Chairman.

SOMERVILLE, N. J.—This area has given 100 per cent endorsement for the "eat more meat" campaign.—F. A. Musgrave, Swift and Co., City Chairman.

FARGO, N. D.—"Fargo Forum," largest paper in the state, has boosted the "eat more meat" campaign in full column editorial. Plans for mass meeting to carry on the campaign are under way.—J. E. Pyle, Armour and Company, State Chairman.

LINCOLN, NEB.—Meat campaign mass meeting has been held and wholehearted support has been pledged by meat industry.—W. A. Mechling, Lincoln Packing Co., City Chairman.

CINCINNATI, O.—The packing industry organized for the "eat more meat" campaign at a luncheon on January 27, and plans are now being made for a mass meeting.—Louis E. Kahn, E. Kahn's Sons Co., District Chairman.

ATLANTA, GA.—The meat campaign is going ahead here in fine shape.

E. S. Papy, White Packing Co., District Chairman.

Canadian Packer Takes Another Step Forward

RECENT dedication of the new \$250,-000 abattoir addition to the main plant of Burns & Co., Ltd., at Calgary, Alta., marks another milestone in the history of this company and of packinghouse development in Canada.

Best known as a meat packing organization, Burns & Co. also operates important departments and subsidiaries devoted to processing and sale of a wide range of food products. In the farm produce field it has 12 milk and ice cream plants, 40 creameries and 6 cheese factories, and fruit houses in 14 cities and towns in the Western provinces.

Six large meat packing plants are operated in Western Canada and wholesale branch houses are located at many strategic distributing points. In eastern Canada the company maintains wholesale houses in Toronto and Montreal and sales offices at Windsor, Ont., and in the maritime provinces. Export offices are located in London and Liverpool.

Pioneering an Industry

Foundations of the business were laid in 1890 by a then obscure young Irish-Canadian—Pat Burns—who later was to become the cattle king of the Canadian West and one of the best-known and most highly respected citizens of Canada. (See THE NATIONAL PROVISIONER, February 24, 1937.)

Western Canada was still young when the start was made and growing rapidly, but the energy and resourcefulness of the founder enabled the business to keep pace with population growth. Each year since the firm's modest beginning has been marked by further growth, until today its products are known throughout Canada, the British Empire and many foreign lands.

Previous to 1890 Pat Burns was operating a small slaughter house in East Calgary on the site now occupied by the Canadian National Railway roundhouse. This plant burned in 1892 after which Burns purchased the property on which the company's plant now stands. Only cattle and sheep were slaughtered in the small plant that first occupied this location.

Pork Packing Developed

By 1898 the supply of hogs in Alberta had increased in numbers sufficient to make a pork packing department profitable. During this year, therefore, the small packinghouse was replaced by a larger one, which was in turn greatly enlarged in 1906, and provided with facilities for turning out all kinds of fresh and cured meat products. Retail meat markets were also acquired in principal cities and towns in eastern British Columbia.

From this point on progress was rapid. In 1907 a large, modern packinghouse was built in Vancouver to take care of the trade which had developed in the Coast cities and important towns which had sprung up in western British Columbia.

In 1909, the business, which had been incorporated under a Dominion charter, assumed the title by which the company was known for many years—P. Burns & Co., Ltd. By 1912 the northern portion of Alberta had become increasingly important, and to serve this territory adequately another large plant was built at Edmonton. In 1913 fire destroyed much of the Calgary plant. The new plant which quickly arose on the site was at the time the most modern of its kind in Canada. Certainly there was nothing in the West to compare with it.

Adding New Plants

Expansion of the firm's facilities continued. In 1918 another packinghouse was erected, this time in Prince Albert, to take care of the growing business in northern Saskatchewan. In this same year, also, the property and business of a packing company at Regina was acquired and enlarged to serve southern Saskatchewan.

In 1926 P. Burns & Co., Ltd., took over and rebuilt a plant in Winnipeg. During the period when plants were

JOHN BURNS CARRIES ON

President and chairman of the board of Burns & Co., Ltd., this nephew of the founder directs its constantly expanding operations. being constructed and purchased the company also expanded its distribution system by establishing wholesale branches throughout the West. The most important of these are located at Saskatoon and Moose Jaw, Saskatchewan; Prince Rupert, Nelson and Victoria, British Columbia; Lethbridge, Alberta; White Horse, Yukon Territory and Fort William, Ontario, with important branches in Toronto and Montreal.

At one time the company operated more than 100 retail stores, but most of these have now been disposed of.

Next Came Allied Lines

During this time opportunities in the produce field were not lost sight of, and Burns creameries began to dot the Western plains. Purchasing by farmers of high grade dairy cattle was made easy by reason of the facilities made available by Burns.

In 1922 the produce department, having proved that Alberta could produce cheese equal in every way to the best obtainable, the company decided to enter actively into its production. Cheese factories have since been opened and are being operated at six different points in Alberta.

Develop Canadian Fruit

In 1920 another step was taken by the company in the development of its business by opening fruit houses at Calgary, Alberta, Saskatoon, Regina, Moose Jaw and Prince Albert. Its principal object, at that time, was to further inter-provincial trade by broadening the market on the prairies for British Columbia fruits.

The fruit business is handled by the Consolidated Fruit Co., Ltd., a subsidiary of Burns & Co., Ltd., operating the Scott Fruit Co., Ltd., and the National Fruit Co., Ltd., with branches in addition to those at the five centres just mentioned, at Edmonton, Medicine Hat, Nelson, Le Pas, Brandon, Lethbridge, Winnipeg and Yorkton.

In the spring of 1928 P. Burns & Co., Ltd., with its extensive ramifications, was re-organized and incorporated under the laws of the Dominion as Burns & Co., Ltd.

Butter, Milk & Ice Cream

In the same year the company, because of the relation between the products of its produce departments and ice ream, decided to enter into the production and marketing of the latter, and so formed another subsidiary, Palm Dairies, Ltd., which now operates at Calgary, Edmonton, Fort William, Kamloops, Moose Jaw, Nelson, Regina, Saskatoon, Sudbury, Vancouver, Victoria, Winnipeg, Prince Albert, Canora and Geraldton.

In addition to ice cream and butter, which is handled by all branches of Palm Dairies, Ltd., milk is handled and delivered daily to householders in Fort William, Moose Jaw, Regina, Saskatoon, Sudbury, Victoria and Nelson.

One of the latest moves was the addi-

tion in 1929 of a canned meat department to the Calgary plant.

Last year the company opened another sales office at Windsor, Ont., opened a new fruit house at Yorkton, and spent about \$200,000 renovating the packing plant in Edmonton. Two new cheese factories were opened at Round Hill and Bawlf, and a Palm dairy branch was built at Nelson, B. C., as well as other branches in Alberta.

New Calgary Abattoir

The new abattoir building at the Calgary plant, as will be seen from the accompanying illustration, adjoins coolers and manufacturing buildings and was planned and located with respect to the other departments so as to secure high processing and labor efficiency, and keep to a minimum handling of product from operation to operation and between departments.

To the practical packinghouse man the most striking detail of this building is the efficient use of space. Equipment has been located on all floors to secure compactness without crowding, handicapping operations or slowing up processing—an important consideration in securing processing efficiency without high overhead and handling costs.

The new building measures 55 by 140 ft., contains 6 stories and basement and replaces the old abattoir, which had become inadequate for needs of the business. It is constructed of reinforced concrete with brick curtain walls, and was designed with an eye to cleanliness and sanitation and pleasant working conditions.

Each Floor a Department

Each floor is bright and airy, being lighted by large, many-pane windows. Every room is equipped with live steam hose outlets for sterilizing floors and equipment after the day's operations, and every facility is provided for health and comfort of workers. Much of the equipment is fabricated from stainless steel.

Each floor of the building is equipped to handle one specific phase of processing. Two top floors are reserved for slaughtering, hogs being handled on the sixth floor and cattle handled on the floor below.

A wide ramp, supported on heavy steel girders, over which the animals intended for slaughter proceed to the killing floor, connects the fifth floor of the building with the livestock pens. Hogs are shackled on the fifth floor and hoisted to the sticking pen on the floor above.

How Space Is Saved

Hogs are dressed on a traveling chain. A feature of this hog dressing room is that no trucks are used to handle products out of the room, chutes being provided to deliver viscera, fancy meats, hides, etc., to the departments where they undergo further processing.

Replacing chutes with trucks, and devoting to equipment the space that

would otherwise be required for trucking aisles, has enabled the designers to make a considerable saving in floor space. Chutes instead of trucks are also used for handling products from the cattle killing floor.

Fourth floor is given over to handling of rough tallow and fancy meats and to casing cleaning. Edible and inedible rendering tanks, located on third floor, are also charged from the fourth floor level. Hog casings are cleaned by the fresh method, the latest and most efficient equipment available being installed for this purpose, as well as for cleaning beef casings. Edible and inedible rendering operations are carried out on the third floor.

Modern Control Laboratory

The second is fitted up as a wellequipped chemical and bacteriological control laboratory. First floor is reserved for fertilizer, feeds, mineral supplements, etc. Hides are stored in the basement. All floors are connected with wide cement stairways, as well as narrow circular stairs with protective steel supports and hand rails.

When operating at full capacity this new abattoir building has an hourly capacity of 45 cattle, 400 hogs, 200 calves and 250 sheep. Much of the equipment was provided by the Allbright-Nell Co. and Cincinnati Butchers' Supply Corp.

Founder Patrick Burns passed away on February 24, 1937, at the age of 80 years. His fascinating life story appeared in the March 6, 1937, issue of The NATIONAL PROVISIONER. John Burns, nephew of the founder, is president and chairman of the board; John Kelly, secretary; W. C. Stemp, treasurer; R. S. Munn, general manager, and Bert Freeman, general superintendent of all the plants.

PACKERS EMPLOY MORE MEN

Employment in the meat packing industry has risen sharply since September under the stimulus of larger hog runs, according to figures on employment levels of the U. S. Bureau of Labor Statistics. The bureau's index of industry employment for November was 90.5, compared with 89.4 in October and 86.8 in September and August. Packers believe that the December, 1937, index figure will be even higher than that for November, because of the larger volume of hogs handled.

Hog slaughter under federal inspection in December totaled 3,958,000 head compared with 3,295,000 in November, 2,711,000 in October and 2,032,000 in September. Hogs require more processing than other livestock and the increase in slaughter has had a pronounced effect on employment.

Index of packer pay rolls for November was 102.3 compared with a 100.1 in October and 98.0 in September, indicating the gradual increase in volume of operations as livestock supplies increase.

PACKER TONNAGE SALES MORE

Production of packinghouse commodities at U. S. inspected establishments in December was 12½ per cent above November and exceeded any earlier month in 1937, according the monthly survey of the Federal Reserve Bank of Chicago. Tonnage sold in December fell below current production by less than the usual year-end amount, and showed a counter-seasonal rise of 5 per cent over November. Tonnage sales were 2 per cent heavier than in December, 1936 and within 2 per cent of the 1927-36 average for the month of December.

PLANT AND PERSONNEL at Calgary Plant

1.—Calgary plant of Burns & Co., Ltd. Six-story brick and concrete building in foreground is new \$250,000 abattoir recently completed, with capacity of 45 cattle, 400 hogs, 200 calves and 250 sheep per hour.

2.—View in sausage kitchen. Note manner in which sausage linker is suspended when not in use, to speed up operations on stuffing bench.

3.—Processing retorts in canning department. A complete line of canned meats is , made here.

4.—Well-equipped chemical and bacteriological control laboratory is a feature.

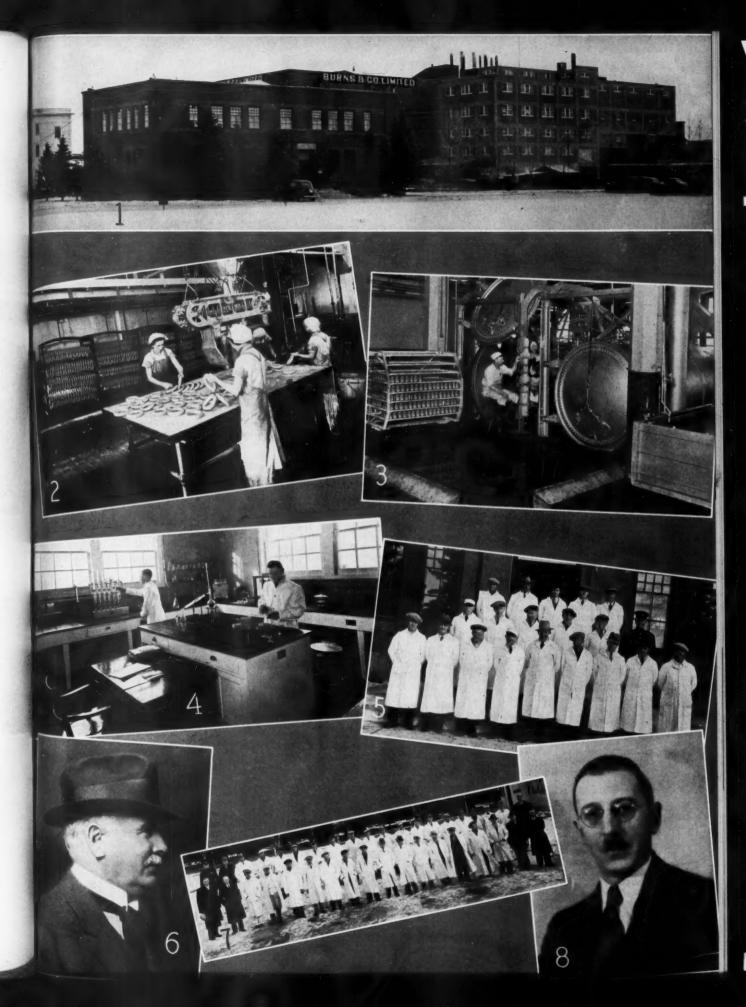
5.—Company foremen (left to right) FRONT ROW—G. Culbert, canning; D. Boyd, mechanical; H. J. Smith, stores department; R. C. Rosser, smoked meats; F. G. Berrill, superintendent; H. Holt, hides; T. Clendon, cellars; A. Dick, chief engineer; J. Musse, viscera. CENTRE ROW—J. Weitzel, pork cutting; J. Haxton, by-products; C. Anderson, freezers; C.

Bock, produce; C. Frarey, beef coolers; J. McKinney, plant constable. BACK ROW—J. Murray, head shipper; A. Currie, trucks and stables; J. Walker, butter; F. Gaelick, slaughtering; S. Brooker, sausages and delicatessen.

6.—Patrick Burns, founder of the com-

7.—Company veterans who have given 25 years or more of service (left to right) FRONT ROW—H. J. Carter, Wm. Innes, J. Musso, Geo. Freeman, A. Burak, W. H. Richmond, Jos. Steele Sr., J. Sutcliffe, G. Cooper, T. Clendon, D. Boyd, R. C. Rosser, R. G. Noble, H. J. Smith, J. Rothwell, A. W. Bennett, R. B. Corley, W. Cunningham. BACK ROW—Jas. McKinney, J. Johnston, A. Currie, E. Annear, W. Lewis, J. McLean, C. Frarey, C. Anderson, H. Deilisson, J. Haxton, F. Clifford, V. Birch, C. Bock, F. Gaelik, J. Murray, A. Robertson, D. Jackson, H. Hoadley, T. J. Murton, B. Freeman.

8.—R. S. Munn, general manager of the company.



MERCHANDISING MEAT

News from the meat selling front
 Helps for meat manufacturers and dealers

POULTRY

Merchandising

BEST practices in the introduction and marketing of quick frozen, ready-to-cook, transparent wrapped poultry were sub-



R. F. EAGLE

table discussion at the eleventh annual Fact Finding Conference, held in Chicago this week, under the auspices of the Institute of American Poultry Industries.

Need was real-

jects of a round-

Need was realized for education of the consumer to the fact that she gets just as much edible product for her money in these

"ready-to-cook" birds as in poultry not so prepared, and education of the retailer in the advantage to him of handling the product. Lack of proper refrigeration in the retail market was a problem to be met. Excellent consumer acceptance was reported from some areas.

Harry E. Drews, Omaha Cold Storage Co., Omaha, Neb., presided at the conference. R. F. Eagle, vice-president of Wilson & Co., Inc., and newly-elected president of the Institute of American Poultry Industries, extended greetings on the opening day of the session. Henry J. Reynolds of Armour and Company talked on "Seeking the Ideal in Poultry Meat Quality." R. R. Reesman of Swift & Company, discussed "The Mechanics of the Job" of grade buying of poultry and W. W. Dayton of Fairmont Creamery Co. talked on grade buying from the economic viewpoint.

Two full days, January 26 and 27, were devoted to the conference. The second annual Chicago dressed poultry exhibits, cooperatively sponsored by the refrigerated warehouses of Chicago, was held in conjunction with the meeting.

SOLVING TRADE PROBLEMS

Solution of trade problems will come not through attempts to legislate profits, but through the securing of more facts and through the willingness to face those facts, said Clarence Francis, president of General Foods Corporation, at

the National American Wholesale Grocers Association, meeting in Chicago this week.

Among problems affecting relationship of manufacturers and distributors that are in need of study and clarification Mr. Francis mentioned free deals, use of specialty salesmen, cash discounts, price changes, drop shipments, selective customers, price-cutting and lack of profit. As a fundamental approach to all these problems, Mr. Francis suggested setting up conferences between distributors and manufacturers and the utilization of available research organizations to get the needed facts.

"If we all directed one small fraction of the intelligence, enthusiasm, pressure, determination, patience, understanding and what-not used to put more laws on our statute books toward correcting this foolishness, in a co-operative approach and attack, we would have far greater results," Mr. Francis declared.

A & P BROKERAGE DECISION

Federal Trade Commission has found the Great Atlantic and Pacific Tea Co. guilty of violating the brokerage section of the Robinson-Patman act, and has ordered the chain to cease and desist from accepting allowances and discounts in lieu of brokerage on purchases of goods. The ruling prohibits an A. & P. practice under which companies selling to the firm made quantity discount payments to it which were equal to brokerage it had previously received.

The commission alleged that field buying agents to whom the payments were made were employed by the chainon a salary basis and therefore actually were not brokers. The commission's findings were that the chain's buying agents render no selling service whatsoever to sellers in connection with purchases made for the company, but render only buying service to their employer. After the Robinson-Patman act went into effect, the commission said, the A. and P. instructed its agents to accept no more brokerage but to purchase under agreements calling for quantity discounts equal to old brokerage payments.

The A. & P. has announced that it will appeal the commission's decision to the United States circuit court of appeals. The FTC cannot penalize the chain for violation of the act, but can appeal to the circuit court for enforcement of its cease and desist order.

SAUSAGE VOLUME MAINTAINED

Sausage production under federal inspection in December, 1937, totaled 54,976,367 lbs., divided into the following classes:

| Ibs. | 10,949,662 | Smoked and/or cooked | 37,307,809 | To be dried or semidried | 6,718,896 | Total | 54,976,367

Production in that month reflected smaller supplies of beef and pork when compared with those of December, 1936. At that time liquidation of both cattle and hogs was heavy, owing to shortage of feed supplies. During the period covered in the December report hog marketings were rather light, the tendency of producers being to hold both cattle and hogs to consume the heavy corn crop of 1937. However, December production of sausage under federal inspection was well above production for December in 1931, 1932, 1933 and 1934.

Sausage production under federal inspection during the calendar year 1937 totaled 781,064,894 lbs. It is estimated that this production represents 60 to 65 per cent of the total output of sausage in the United States.

BACON PRODUCTION IS UP

Bacon sliced under federal inspection during December, 1937, totaled 16,822,584 lbs. In December, 1936, the quantity sliced totaled 16,580,698 lbs. This increase would seem to be considerably more than the figures indicate, as the output in December, 1937, followed several months of light hog receipts, while in the closing months of 1936 supplies of all kinds of pork products were heavy.

During the calendar year 1937 bacon sliced totaled 219,541,363 lbs. This production under federal inspection is believed to represent fully 95 per cent of the total production of sliced bacon in the United States.

NEW YORK CHAIN TAX BILL

A graduated tax ranging from \$10 to \$550 per store would be imposed on chain units in New York state under a bill recently introduced in the legislature. The tax would not apply to chains with less than 10 stores, but would be \$10 for each store for chains with 10 units; \$15 each for companies with 35 to 50 units, and would range upward to \$550 for each unit in excess of 500.

PICTURING the Product

Canada Packers Use Photo Idea to Sell Shortening

OMESTIC" shortening, a product of Canadian Packers, Ltd., is one of the better known food brands from Canadian meat packing plants. Aside from the fact that this shortening is a high quality product, one of the main reasons for its wide distribution and acceptance by Canadian housewives is that it has been advertised consistently and persistently.

Advertising effort for this product has been confined during the past two years largely to posters, calendars and display cards. Results from the use of this material have been very satisfactory—so much so, in fact, that distribution will be continued during the coming year.

Effectiveness of this sort of advertising material depends almost solely on the interest and appeal in the illustration and the manner in which these sales forces are tied in with the product being advertised.

Prizes for Photos

On its previous Domestic shortening posters and calendars, Canadian Packers had been successful in securing snapshots in which was that elusive quality popularly known as the "human touch," so often sought by advertisers in illustrations, but so seldom found.

It is not easy to secure photographs of this type. However, the executives of Canadian Packers felt they had a reputation for interesting, appealing posters to uphold, and that if continued good advertising results were to be secured from this type of advertising it would be necessary to maintain or improve on the quality of the illustrations. How to secure the kind of photographs desired was the problem.

After discussion of ways and means, it was finally decided to stage a human interest snapshot contest to be known as the "Domestic Shortening Snapshot Competition." One hundred and three prizes were offered for the best unposed human interest snapshots including a Domestic shortening package, pail or carton. Pictures of children, adults or animals were equally acceptable. First prize was \$100; second, \$50; third, \$25. In addition there were 10 prizes of \$10 each, 40 prizes of \$5 each and 50 prizes of \$2 each.

Publicity Pays the Cost

The competition received no other publicity than from distribution through retail food stores, of pamphlets an-



nouncing the contest and giving the rules, yet thousands of snapshots from all sections of Canada were received, "many of which were really artistic," in the opinion of J. S. Willis, chairman of the advertising committee.

"The chief purpose of the competition," Mr. Willis told THE NATIONAL PROVISIONER, "was to secure spontaneous, life-interest subjects for the series of posters, calendars and display cards which we have been using for the past two years. The interest, however, evinced by thousands of people throughout the country was very gratifying, and I think gave us a return in publicity sufficient to compensate the relatively light expense involved."

Rules of the Contest

Rules of the contest as printed in the pamphlet were:

f.—Anyone may enter this competition, and may submit as many snapshots as desired.

Any style of camera, negative or print may be used.

3.—To qualify for competition, pictures must clearly show a Domestic shortening container—either pail or carton may be used.

4.—Pictures will be judged primarily on their human interest, but distinctness for reproduction and prominence of the Domestic container will also be considered.

PACKER'S PRIZE PHOTO

Awarded first prize of \$100 in a contest conducted by Canada Packers, Ltd., to secure human interest photographs to be used on posters, calendars, display cards, etc. advertising Domestic shortening.

5.—Your name and address must be plainly printed in block capitals on the back of each snapshot submitted.

Positively no pictures will be returned.

7.—Pictures will be judged by an impartial committee appointed by Canada Packers. The awards of the committee will be final.

8.—All pictures submitted will become the property of Canada Packers, who will have exclusive rights to their reproduction and advertising privileges.

9.—Please keep your negatives. Canada Packers will pay an additional \$10.00 for the negative of any snapshot they may decide to reproduce.

10.—Contest ends September 30th,

WATER HURTS FRESH MEAT

Did you know that water is one of the greatest enemies of fresh meat? Read chapter 5 of "PORK PACKING," The National Provisioner's latest book, and have your men read it.

Announcing



SYLPHCASE 3-C

(Reg. U. S. Pat. Off.)

Constant Capacity Casing for sausage and prepared meat

A NEW ARTIFICIAL CASING superior to any artificial casing heretofore offered.

Thinner Wall
Greater Strength
Beautifully Transparent
Uniform Fixed Stuffing Capacity

FIXED STUFFING CAPACITY is the principal feature of SYLPHCASE 3-C CASINGS. These casings are designed to be stuffed to full capacity without the usual amount of stretch.
(The finished sausages are uniform in size throughout, have nicely rounded stuffed ends, and all sausages of one size will be uniform in dimensions. They make the work of stuffing much easier and faster.
(Made in sizes from 15/8 to 53/4 inclusive. (Order now samples of SYLPHCASE 3-C CASINGS for test purposes. (For hams and smoked meats use size 4½ SYLPHCASE K high stretch.

MANUFACTURED BY

SYLVANIA INDUSTRIAL CORPORATION

Executive and Sales Offices: 122 East 42nd Street, New York . Works: Fredericksburg, Va.

BRANCH SALES OFFICES
427 W. Randolph Street, Chicago, Ill.
120 Marietta Street, Atlanta, Ga.
809 Santa Fe Bldg., Dallas, Tex.
201 Devonshire Street, Boston, Mass.
260 S. Broad Street, Philadelphia, Pa.



PACIFIC COAST
Blake, Moffitt & Towne
Offices and Warehouses in Principal Cities
CANADA
Victoria Paper and Twine Co., Ltd.

Toronto and Montreal

PROCESSING POINTS for the trade

Making Roman Bacon

Roman bacon has a flavor unlike the regular domestic product. A Southern meat packer who has heard about this specialty writes:

Editor THE NATIONAL PROVISIONER:

We have heard about a product called "Roman bacon," which sounds novel and attractive. How is it cured and what seasoning is used with it? We understand it is stuffed in casings and heattreated in the smokehouse

Good Roman bacon can be made from the thin sides of hogs, commonly known as "scalawags." After the meat is thoroughly chilled it should be skinned and cured in the same manner as dry cured bacon. A mild cure should be used for consumer satisfaction, calling for 31/4 lbs. of salt and 4 oz. of sodium nitrate per 100 lbs. of meat.

In addition to salt, the cure should include the following seasoning ingredients:

11/2 oz. ground cinnamon

10 oz, brown sugar

% oz. garlic

4 tablespoons maple flavoring

Manufacturers may find prepared seasonings, such as those made by reputable seasoning manufacturers, simplify handling and eliminate possibility of workmen's mistakes. Such balanced seasonings also eliminate flavor variations. This matter of flavor is very important in pleasing the consumer and thereby assuring repeat orders.

Chop the garlic with salt and sugar, so that no juice will be lost. Rub bacon with this curing and seasoning mixture and roll it up like a jelly roll. Wrap the roll tightly with a large soft cord, and pack in boxes for curing in the same manner as dry cured bacon. About the same length of time in cure is required, which would be about 3 days to the

When bacon is cured it is washed off and dried. Then it may be stuffed, still rolled, in beef bungs or corresponding artificial casings. It is then taken to the smokehouse and smoked.

If this product is stuffed in casings it must be treated in accordance with B.A.I. regulations covering handling of pork to be eaten without further cook-It may be heat-treated in the smokehouse to an inside temperature of 137 degs. F., or may be held at a temperature not higher than 5 degs. for a specified period.

Preparation of Roman bacon is a very good way to use flabby, thin sides. The product is very salable after it becomes known, for it is reported to be "more than delicious."

DRIED REEF PROCESSING

An Eastern meat packer wishes to make dried beef and wants to know what drying facilities are necessary. He writes:

Editor THE NATIONAL PROVISIONER:

We are interested in making dried beef on a small scale, but have only gas available for drying. What facilities would be necessary for this

The inquirer can use an ordinary smokehouse for this purpose. The only difficulty is that it will tie up the smokehouse for a considerable length of time. It may be necessary to use the smokehouse for from 5 to 10 days at a stretch in drying the product.

Temperature of the smokehouse and distribution of heat are closely regulated when steam coils are used for drying. If the inquirer should use his smokehouse for this purpose it will be necessary to put temperature controls on the gas burners.

Manufacture of dried beef is a highly specialized process and requires proper equipment and adequate understanding of technical problems involved. Many smaller processors purchase their dried beef from packing firms which specialize in its manufacture. This is the most profitable thing to do.

Vienna Style Sausage

Different meat combinations and seasoning formulas for Vienna style sausage have been prepared by THE NATIONAL PRO-VISIONER, with detailed manufacturing instructions. Information is given also for canning Vienna style sausage.

These are formulas and directions needed by many manu-facturers who either do not manufacture this product or who believe their particular brand of Vienna sausage can be improved

This information can be secured by subscribers by sending 10c in stamps with coupon to

THE NATIONAL PROVISIONER 407 Sc. Dearborn St., Chicago, Ill. Please send me formulas and manufacturing instructions for Vienna style

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MUTTON IN SAUSAGE

An Eastern sausage manufacturer wants to know in what products it is possible to use mutton. He writes:

Editor THE NATIONAL PROVISIONER

We are anxious to find out in what sausage products we can use mutton with satisfactory results. Can you supply us with any information?

A moderate amount of mutton can be used in almost any product that carries a great deal of seasoning. Mutton has its own distinctive flavor which may not appeal to some consumers and should, therefore, be subordinated. Preliminary reports indicate that recent experiments in which Angostura was used with 40 per cent mutton and 60 per cent beef in making frankfurts have been successful. The resulting product, it is stated, compares favorably with frankfurts made from pork and beef.

The flavor of lamb is not so strong as mutton, and this meat can be used for any product in which beef is ordinarily an ingredient. Its binding properties are not so good as those of beef, however.

HANDLING CASING SLIMES

Casing slimes are not particularly valuable. An Eastern packer wants to know what can be done with them. He writes:

Editor THE NATIONAL PROVISIONER: Can you tell us how to handle slime resulting from cleaning of hog and beef casings?

Since casing slimes are not valuable they should be processed as cheaply as possible. Product finally obtained may about pay for cost of handling. Slimes cannot be discharged into the sewer because they will clog it.

Hog casing slimes will run from 3 to 5 per cent solids and beef casing slimes a little higher. Grease content of either kind is negligible and not worth rendering. Solids from slimes, in fact, will absorb grease from other materials in rendering.

One way to handle slimes is to cook them briefly with open steam in a rendering tank to coagulate the solid content into a granulated mass. Cooked material is then drained of cook water and solids retained. These are pressed and dried and when dried will contain about 15 per cent ammonia. Wet solids derived by this process may also be dried with blood in the dryer.

Are your questions answered here?

BUYER'S GUIDE

to new machinery, equipment and supplies

GLOBE HOG DEPILATORY

Announcement has been made by Chas. H. Dodge, president of the Globe Co., Chicago, of a hog depilatory machine designed primarily for the small packer with limited funds for investment in mechanical equipment, or in small establishments where space is at a premium. It has a capacity of 180-225 hogs per hour, and is said to be economical to install and maintain.

Hogs travel onto a section of movable or floating rail, approximately 18 in. in length, which lowers hog directly into dip and lifts it vertically. The machine, therefore, requires a relatively small tank, and only one man is required to perform entire operation. He moves hog from conveyor to floating rail, controls hoist, pushes hog into dip and after hoisting from dip pushes hog onto conveyor to be moved to next operation. No counterbalance is employed, air hoist performing task of raising and lowering hog.

Basic design of the depilatory is such that greater capacity may be achieved through utilization of a longer section of floating rail that will accommodate and dip two or more hogs simultaneously. Obviously this requires a correspondingly larger tank. Standard dip solution is used in the tank. Depilatory is self-cleaning, the waste hair being deposited in a removable wire basket which is easily lifted out.

A Globe depilatory recently was installed in plant of the Laclede Packing Co., St. Louis, where it is said to be giving complete satisfaction.

IMPROVED TYPE COAL CRUSHER

A new two-roll spring-relief coal crusher, known as chain drive type "C," has been developed and placed on the market by Link-Belt Co., Chicago. A number of these crushers have been installed, the manufacturer having preferred to withhold official announcement pending receipt of field tests of machines in service under a variety of conditions. Standard sizes include crushers with rolls of 26", 30" and 36" diameter. Among features noted are: 1. Simple, compact design, saving space; 2. Unbreakable all-welded steel framework, combining lightness with strength; 3. Ease of adjustment for any size of product within the crusher range; 4. Smooth, quiet operation; 5. Low maintenance cost.

Tests and actual service have shown that more accurate sizing of the product is possible than with the usual two-roll crusher; and smaller fly wheels and higher speed motors can be employed. Compared with the older-type of tworoll adjustable crusher with 36" diam. rolls, and with long-tooth gears for connecting the two rolls, as much as 3'-3" has been saved in head room on the new 36" size. Comparison with another 36"



IMPROVED TYPE COAL CRUSHER

A new chain-drive, Link-Belt coal crusher, compact and ruggedly constructed, is available in three different sizes of rolls—26 in., 30 in., and 36 in. in diameter.

machine (having 48" long rolls) showed a saving of 1'-8" in width and 6'-4" in length.

New catalog No. 1654, covering all sizes, will be sent upon request addressed to Link-Belt Co., 300 W. Pershing Road, Chicago, or other offices of the company.

SAVINGS FOR CAR SHIPPERS

How shippers of pool cars and stopover cars are reducing their freight charges is but one of many important points described in a new folder issued by Acme Steel Co., Chicago. The method, using the Acme unit-load system, also prevents damage to lading in transit and segregates the shipment for each consignee. Unloading and loading are simplified and faster as the necessity of heavy and costly bracing is eliminated.

The new folder will be of interest to everyone concerned with the problem of shipping or receiving pool, stop-over or mixed cars, and a more economical method of bracing car doors. A copy may be secured by writing to Acme Steel Co.

ADDS STEAM TURBINE LINE

Worthington Pump and Machinery Corp., Harrison, N. J., has acquired an interest in the Moore Steam Turbine Corp., Wellsville, N. Y., thus adding to the list of products sponsored by Worthington an extensive line of steam turbine equipment, and in turn provides Moore with the benefit of Worthington's resources in matters pertaining both to application and metallurgy.

New Literature

Recording Thermometers (NL 451).— Forty interesting pages on recording thermometers and their uses. A brief story of the value of thermometers is followed by separate descriptions of various types.—Foxboro Co.

Selecting the Motor (NL 452).—A 24page book presenting in helpful form information concerning the electrical characteristics and descriptions of fractional horse power motors.—Century Electric Co.

Dial Scales (NL 453).—Bulletin 8100-2 describing dial scales for dairy, creamery, butter and cheese industries and illustrating recent refinements in design of scales for these applications. —Fairbanks, Morse & Co.

Industrial Trucks (NL 459).—A 16page booklet illustrating and describing industrial trucks and material handling equipment. Castors and metal and rubber-tired truck wheels are also featured. —Rapids Mfg. Co.

Boiler Feed Regulation (NL 455).— Bulletin No. 409-A. Describes a twoelement, steam flow type automatic boiler feed regulator, which gives accurate dependable control for boilers handling rapid, wide load fluctuations.—Northern Equipment Co.

Industrial Thermometers (NL 458).—A new industrial catalog, No. 1125-B, of indicating, recording and controlling instruments. Contains a conveniently-arranged listing of the complete line of company's industrial thermometers and much pertinent information about their design and construction.—C. J. Tagliabue Mfg. Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

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At Last It's Here . . . A Modern, Quick-Change





Heavy Duty DRIED BEEF and BACON SLICER

• This new Model No. 4 is far ahead of all others with its exclusive Ouick-Change feature. Just as easy as shifting automobile gears to change from slicing more than 400 slices per minute

of Dried Beef to slicing Bacon any thickness desired. All slices are stacked in perfect alignment, ready for wrapping, as fast as they leave the knife.

Always Sharp—An automatic sharpener puts a keen edge on the concave circular knife in a few seconds, without removing it.

Designed especially for small space and to meet the needs of packers with medium size production of Sliced Dried Beef and Bacon.

U. S. Heavy Duty Bacon Slicer

You can slice and package up to 1500 pounds of Bacon per hour, with room temperature at 50° or 60°. Bacon does not have to be "sharp" frozen.

A remarkable new attachment slices thin bacon 45% wider.

Send for complete details about the Model No. 4 and the Heavy Duty Bacon Slicer.

SLICING MACHINE CO.

Originators of Slicing Machines in 1898 Heavy Duty and Light Duty Models for Every Purpose

LA PORTE, IND.

U. S. A.



The "CHICAGO" offers a cold storage service perfectly adapted to the needs of the meat packer—a service you can use and depend upon.

Your inquiry will bring full details and rates. Our traffic department will gladly assist in arranging shipments, etc.

EVERY FACTOR

that guarantees perfect cold storage service

Located in the heart of Chicago's business district.

Direct connections to important railroads.

Modern, efficient refrigerating equipEquitable rates.

Low insurance rates earned by modern buildings.

Facilities to mee

Amply financed, Loans against product in storage cheerfully arranged.

Storage operations under direction of experts.

CHICAGO COLD STORAGE WAREHOUSE COMPANY

General Offices: 1526 S. State St., Chicago, Illinois

Affiliated Plants: Detroit Refrigerating Co., Detroit, Lackawanna Cold Storage Co., Scranton, Pennsylvania





Easy to turn . . fast, positive action. Capacities up to 20 Q. P. M. . . no priming required. I deal for sumping oils, paints and other liquids from drum, vats, barrels, etc. Rotary type -- same AUTOMATIC Lake-up for wear as the BLACKMER Power Pumps. Ask for Bulletin HP 200.

CAPACITIES UP TO 700 G.P.M. HEADS UP TO 75 POUNDS

BLACKMER offers as standard equipment such a wide range of types, sizes and various metal constructions, that even a high percentage of the so-called "special" applications can be handled successfully by standard BLACKMER Rotary Pumps.

Thus, whatever your problem—whatever the material to be pumped—it will pay you to get our recommendations. Often we save shrewd buyers the extra expense of made-to-order units.

Use our 30 years of experience to reduce your pumping costs — write us today! BLACKMER PUMP COMPANY. 1900 Century Ave., Grand Rapids, Mich. Branch Offices in All Principal Cities.

GOTHAM COLD STORAGE CO., INC.

646 West 131st Street (Edgecomb 4-6633)

GOTHAM-HARRISON COLD STORAGE CORP.

14 Harrison Street (Walker 5-5424)

offer

New Deal in Cold Storage

FREE PICKUP and DELIVERY SERVICE

Included with

STORAGE at PREVAILING RATES

General Offices

99 HUDSON STREET, NEW YORK, N. Y. (Walker 5-5424)

BLACKMER Rotary PUMPS

EXCLUSIVE BUCKET DESIGN-AUTOMATIC TAKE UP FOR WEAT

AIR CONDITIONING

For the Meat Packing Industry

WHAT it is... WHY it is needed... WHERE it should be used...

These are the general subjects discussed in this handsome binder full of authoritative articles which have been printed in The NATIONAL PROVISIONER during the last year. Not only the What, Where and Why are discussed, however. The case-histories of other packers' installations give concrete information on HOW to determine the extent to which you might benefit from modernizing specific departments. Since reprints of articles published currently are furnished owners of the binders, a ready reference file of the latest information available is constituted. The price—\$1.25 postpaid—automatically suggests that every packer should buy his copy today.

407 S. Dearborn St.

THE NATIONAL PROVISIONER

Chicage, Illinois

REFRIGERATION and Air Conditioning

Plant Cooling Notes

For the Meat Employe Who Is Interested in Refrigeration.

Ammonia Losses

Among the records required from the engineering department by the careful meat packer is the amount of ammonia used for producing refrigeration during each record period. Cost of ammonia is not among the major expenses of operating a meat packing plant. Nevertheless losses of this refrigerant, through leaks and faulty equipment, can amount to a respectable sum in a year's time and, like many other bad conditions, may get out of hand unless periodic checks are made and the one in charge called to account when loss figures are unduly high.

It seems to be the opinion among many meat plant operating engineers that loss of ammonia around the piston rod of the compressor is inevitable. This is not true. If leakage at this point is considerable there is a reason which a careful check-up will reveal.

The more common causes of ammonia leaks around the piston rod are defective or unsuitable rod packing and scored rods. When one or both of these conditions prevail loss of ammonia continues, whether or not the compressor is operating, although it will be larger in the latter case.

When the compressor is properly maintained, and packing, rods and stuffing boxes are given the attention they require, ammonia losses due to leakage around the piston rod can be held at a minimum. This presupposes, of course, that the proper type and grade of packing is used and that the packing is not abused. In this connection it seldom is an economy to attempt to save a few cents by purchasing an inferior piston rod packing.

Leaks in the joints and fittings of exposed ammonia piping are easily located with a sulphur candle, which gives out a dense smoke in the presence of ammonia vapor. Small ammonia leaks sometimes may not be detected by smell, and therefore may be unsuspected. A number of these small losses, however, may be responsible for a considerable ammonia replacement expense in a short time. Whenever ammonia losses are high all possible sources of leaks should be investigated, including exposed and submerged coils, and every bad condition resulting in a leak and a waste of ammonia, no matter how small, should be corrected.

Sensitive tests are available for deter-

mining whether or not ammonia leaks exist in submerged coils, as in brine coolers. The operating engineer should understand how to make them.

REFRIGERATION NOTES

Group at Mesquite, Tex., is making plans for construction of a community cold storage plant.

Erickson Dairy Products Co. plans to establish a cold storage locker plant at Newberg, Ore.

Two floors are being added to Atlantic Ice and Cold Storage Co. plant at Albany, Ga.

Copiah County Cooperative Association, Hazelhurst, Miss., has been chartered to operate a cold storage plant.

Lincoln Mutual Service Co., Reardan, Wash., is erecting addition to cold storage plant.

Meat storage and curing plant of Atlantic Co., Dawson, Ga., has been thoroughly remodeled.

Union Ice & Cold Storage Co. has completed bonded warehouse unit at its Fries ave. plant, Los Angeles, Calif.

Cold storage and meat curing plant was opened recently by Grenada County Cooperative, Grenada, Miss.

Gamble-Robinson Co. has completed a \$60,000 refrigerated warehouse at Minot, N. Dak.

Pelican Cold Storage & Warehouse Co., New Orleans, La., is converting a 12-story sugar refinery into a terminal building at a cost of about \$80,000.

Johnson Storage & Ice Co. plant at Fremont, O., burned recently, will be rebuilt

City of Blakely, Ga., has just completed an addition to its cold storage and meat curing plant with capacity of about 200,000 lbs.

A cold storage locker plant is being built at Ponca City, Okla., by W. D. Beard.

Batesville Grocery Co., Batesville, Ark., has installed new cold storage plant.

Soquel Warehouse Co. will erect \$40,-000 cold storage warehouse on San Jose rd., Soquel, Cal.

J. Abel of Economy Meat Market has purchased building of Community Meat Locker Association, Sleepy Eye, Minn.

A TON OF REFRIGERATION

A ton of refrigeration is about equal to the cooling effect obtained when a ton of ice weighing 2,000 lbs. is melted in 24 hours. To be exact, one ton of refrigeration equals 288,000 British thermal units per 24 hours. This is cooling at the rate of 200 b.t.u. per minute. It is usually figured that 1.6 tons of refrigeration are required to make one ton of ice, as the water must first be cooled to the freezing point. Various other losses have to be considered.



HOG HAIR INSULATION PROTECTS MEAT IN THIS TRUCK

This attractive new semi-trailer units is among the latest additions to the truck fleet of Wilson & Co. Trailer is 20 ft. 6 in. long, 8 ft. wide and 6 ft. high. Built by the Highway Trailer Co., it is insulated with Wilson's own material—Haircraft. Unit is equipped with Westinghouse airbrakes and theft-proof hardware. Tractor is an Autocar.

We are not in the SCALE business

but we want our customers to get the benefit of the best in ham pumping scales possible. Why buy a rebuilt second hand scale when you can buy a brand new guaranteed scale with the following to insure absolute precision and accuracy in your pickle cellar:—

CHROME NICKEL PLATFORM

-15 x 16 inches, has trough around the sides and drain hole to carry off surplus pickle and send it back to pickle vat.

FINISH

—double coat of special silver finish over baked on red lead primer, making scale rust resisting and dust proof.

HEATERS

—two special heaters in base of scale to keep inner working parts dry. Voltage 110 or 220—SPECIFY WHICH. Heaters must be connected to light circuit only, (not power circuit).

AUTOMATIC PERCENTAGE CHART

shows at a glance the amount of pickle to be pumped into the ham.

SPOT MARKER

-operates on chrome nickel slide.



This percentage scale is the best that can be made. Write Triner Sales Co., 222 North Bank Drive, Chicago, Illinois; or write us direct and we will have information sent to you.

NEVERFAIL THREE DAY HAM CURE The Perfect Cure

WHETHER YOU STITCH PUMP OR ARTERY PUMP FOR FLAVOR, TEXTURE, APPEARANCE AND INSIDE COLOR USE NEVERFAIL THREE DAY HAM CURE

We particularly call your attention to the benefits of NEVERFAIL THREE DAY HAM CURE in your boiled Hams. Often you have had trouble in keeping the binding qualities in a boiled ham, a ham that will cut clear and smooth and not fall apart. NEVERFAIL preserves the maximum binding properties in any type of ham and thus insures a perfect product, never wet or soggy but firm, appetizing and with a flavor so delicious and palatable that your customers are bound to come

back for more. Remember NEVERFAIL THREE DAY HAM CURE is entirely different from any nitrite, or nitrite-nitrate salt cure now on the market. It is a SPICED CURE, uniformly blended and heat-fused into the PERFECT CURE. If you wish to meet successfully the competition of imported hams, reduce your inventory, keep your funds liquid and build a REAL reputation for good hams use NEVERFAIL. Write for details.

"WE LEAD . . . others must follow"

H. J. MAYER & SONS CO.

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Canadian Sales Offices 159 Bay St., Toronto . . . Canadian Plant: Windsor, Ontario

Provisions and Lard

ARD futures at Chicago, after showing considerable steadiness early this week because of stronger hog and cotton oil markets, reacted at midweek and continued their decline on Thursday.

Thursday's market weakened early when lower hog and grain prices induced commission house liquidation and trade selling. Demand in form of investment buying on resting orders, as well as continued support from commission houses with cotton belt connections, turned prices firm and the close was steady.

Strength in the market early in the week was inspired by a decrease in hog runs due to cold weather and a stronger cottonseed oil market. The reaction was aided by easiness in outside markets and securities. Cotton house interests, presumably hedging, were on the selling side of the market most of the week.

Cash lard trade was satisfactory, as was the demand for meats, but production continued to exceed demand and another increase in lard stocks is expected for the last half of the month.

Weather Slows Hog Runs

Hog prices reacted from the best levels. Rainy and snowy weather slowed up the run for a while but many in the trade believe that receipts will increase again as soon as conditions permit free transportation. The corn-hog situation continued favorable for feeding operations. Some close observers have been looking for a decrease in hog marketings by the end of January but latest reports indicate that liberal runs may continue for a few weeks.

Receipts of hogs at Western packing points last week totaled 513,200 head compared with 511,700 the previous week and 344,200 the same week last year.

Average price of hogs at Chicago at the outset of the week was \$8.05 compared with \$7.90 the previous week, \$10.10 a year ago, \$10.10 two years ago and \$7.70 three years ago. Top hogs at Chicago were \$8.90 at midweek this week compared with \$8.55 last week.

Average weight of hogs received at Chicago last week was 242 lbs. compared with 241 lbs. the previous week, 233 lbs. a year ago and 237 lbs. two years ago.

Corn-Hog Ratio Higher

The corn-hog ratio for the week ended Jan. 15 stood at 13.2 compared with 13.0 the previous week and 9.2 the same week last year.

The U.S. Bureau of Agricultural Economics reports that inspected slaughter in 1937-38 may be greater than the estimate of 32,000,000 to 33,-000,000 head made in November.

There were fair export clearances this week for England and the Continent. However, according to reports in packinghouse circles, foreign demand was somewhat quieter during the past week.

PORK.—Demand was fair at New York and the market was steady. Mess was quoted at \$27.37½ per barrel and family at \$31.50 per barrel.

LARD.—Demand was moderate at New York and the market was easier. Prime western was quoted at 9.05g. 9.15c; middle western, 9.05g. 9.15c; New York City in tierces, 8½c and tubs, 9½g. 9½c; refined continent, 9½c; South America, 9½c; Brazil kegs, 9½c, and shortening in carlots, 9¾@10c, smaller lots, 10@10½c.

At Chicago, regular lard in round lots was quoted at 5c over January; loose lard, 5c under January, and leaf lard, 10c under January.

(See page 33 for later markets.)

BEEF.—Demand was fair at New York and the market was steady. Family was quoted at \$27.00 per barrel.

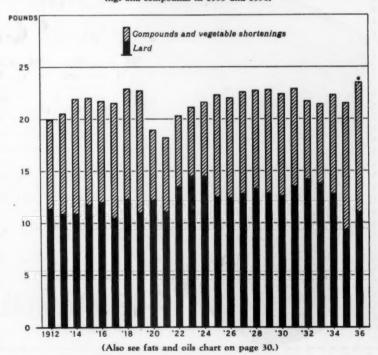
MEAT INSPECTED IN DECEMBER

Meat and meat food products prepared under federal inspection during December, 1937:

	Dec., 1987, lbs.
Meat placed in cure:	
Beef	
Pork	197,041,084
Smoked and/or dried meat:	
Beef	3,688,769
Pork	95,970,756
Bacon sliced	17,381,833
Sausage:	
Fresh finished	
Smoked and/or cooked	
Dried or semi-dried	6,718,896
Meat loaves, head cheese, chili con ca	rne,
jellied products, etc	8,120,229
Cooked meat:	
Beef	
Pork	11,089,642
Canned meat and ment products:	
Beef	
Pork	
Sausage	
Soup	
All other	7,315,768
Lard: Rendered	105 434 001
Refined	
Oleo stock	
Edible tallow	majarajera
Compound containing animal fat	
Oleomargarine containing animal fat	
Miscellaneous	1,914,055

PER CAPITA CONSUMPTION OF LARD AND SHORTENING

Lard held first place as an American cooking fat during the 20's and depression years but annual per capita disappearance (consumption) fell below that of shortenings and compounds in 1935 and 1936.





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In the

SPOTLIGHT

of Favor!

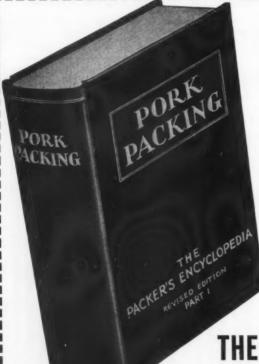
Adelmann Ham Boilers have unusual and exclusive features, with demonstrated practical advantages. Elliptical springs, self-sealing and non-tilting cover, simplicity of operation, easy cleaning and long life-all contribute their part toward successful results.

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirosta (stainless) Steel. The most complete line available. Liberal trade-in schedules make it profitable to dispose of worn, obsolete equipment in favor of new Adelmann Ham Boilers.

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"PORK PACKING" contains the answers to all pork packing problems. This 360 page operating manual discusses the best tested methods for getting results . . . lists practical, tested ways of overcoming all the various difficulties encountered in everyday operation. PORK PACKING definitely increases your worth to your company and puts you in line for that next "break" in your department. Why not send in that order today and be ready?

CONTENTS

Buying, Killing, Handling Fancy Meats, Chilling and Refrigeration, Cutting, Trimming, Cutting Tests, Making and Converting Pork Cuts, Lard Manufacture, Provision Trading Rules, Curing Pork Meats, Soaking and Smoking, Packing Fancy Meats, Sausage and Cooked Meats, Rendering Inedible Products, Labor and Cost Distribution, and Merchandisina.

PRICE \$6.25 POSTPAID

THE NATIONAL PROVISIONER

407 South Dearborn St.,

Hog Cut-Out Results

CUT-OUT losses mounted this week on all averages of good hogs as prices of live hogs increased owing to shortage of supplies. Storms throughout many shipping areas resulted in short receipts which forced prices upward. Top for the period was made on Tuesday at \$9.10, highest price paid since November. Good light butchers brought strongest prices. Packing sows were scarce.

Receipts at the eleven principal markets during the four-day period totaled 312,000 head. This was 51,000 less than in the same period a week ago, 7,000 more than a year ago and 60,000 more than two years ago.

Market for both green and cured pork meats was firm during the week, there being little disposition on the part of packers to force meat sales at lower prices. Replacement costs are higher and the prospective steady marketing of hogs in supply barely sufficient for trade needs indicates considerable stability and firmness in the live market.

The test on this page is worked out on the basis of live hog and green product prices at Chicago, representative costs and credits being used.

WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

MEAT IMPORTS AT NEW YORK

For week ended January 21, 1938:

Point of origin.	Commodity.	1	Amount lbs.
Argentina-D	ry salt bellies		8,790
	P. pork cuts		389
—C	ured beef		641
	esh frozen calf livers		494
Canada-Smol	ked bacon		4,902
	h chilled pork cuts		
	k sausage		620
-Free	h frozen hams		21,029
Czechoslovaki	a-Cooked ham in tina		58,258
	-Tinned cooked sausage.		2,519
Denmark-Co	oked ham in tins		1,080
—Sn	noked bacon		14,647
Germany-Ti	nned cooked sandwich mea	t	2,560
—Ti	aned cooked pork cuts		10,080
—D.	S. bellies		14,500
—8m	oked sausage	****	6,368
—Ti	nned cooked sausage		1,326
Holland-Live	erpaste in tins		994
Italy-Salami			15,585
-Sausag	e		6,393
New Zealand-	-Fresh froz. veal livers		120
Poland-Cook	ed ham in tins		660,071
	ed cooked pork loins		
	ked sausage		
-Cook	red veal in tins		59
-Smol	ked pork loins		495

TAX ON FOREIGN CANNED

Imposition of an excise tax of 3 cents per pound on foreign canned meat was urged by G. T. Stebbins, executive secretary of the United States Livestock association, at House Ways and Means committee hearings this week on new revenue legislation. Addition of the 3-cent excise tax to existing duties on foreign canned meats would result in total duties of 9 cents per pound.

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Jan. 22, 1938.	Week ended Jan. 23. 1937.	Nov. 1, 1937 to Jan. 22, 1938.
POR	K.		
To	bbls.	bbls.	bbls.
United Kingdom Continent	*** 29	10	29
Total	29	10	29
BACON AN	D HAM	I.	
	M lbs.	M lbs.	M lbs.
United Kingdom	4,100	3,643	37,504
Continent	32		525
Sth. and Ctl. America West Indies	4	3	215
B. N. A. Colonies	*****	*****	11 51
Other Countries	12	*****	01
Total	4,148	8,646	38,306
LAR	D.		
	M lbs.	M lbs.	M lbs.
United Kingdom	3,053	1,442	39,278
Continent	153	*****	4,099 856
Sth. and Ctl. America West Indies	231	i	2,970
Other Countries			84
Total	3,437	1,443	47,287

TOTAL EXPORTS BY PORTS.

From	Pork, Ham, Lard, bbls. M lbs. M lbs.
New York	29 103 1,043
Boston	***** *****
New Orleans	
W. St. John	
Halifax	512 658
Total week	
Previous week	5,755 2,758
2 weeks ago	5,010 3,857
Cor. week 1937	10 3,646 1,443

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on The National Provisioner Daily Market Service, cutting percentages taken from actual tests in Chicago plants.)

1	Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
-	180-	220 lbs		22	0-260 lbs		26	s.——	
Regular hams14	4.00	16.1	\$ 2.25	13.70	14.9	\$ 2.04	13.40	13.4	\$ 1.80
Picnies		12.3	.70	5.40	11.6	.63	5.10	10.4	.53
	4.00	14.0	.56	4.00	14.0	.56	4.00	14.0	.56
Loins (blade in)	9.80	14.1	1.38	9.50	13.0	1.24	9.00	12.4	1.12
Bellies, S. P		16.3	1.79	9.70	13.8	1.34	3.10	12.3	.38
Bellies, D. S				2.00	10.4	.21	9.90	10.3	1.02
Fat backs		6.0	.06	3.00	6.4	.19	5.30	7.8	.41
Plates and jowls		6.5	.16	3.00	6.5	.20	3.30	6.5	.21
Raw leaf		7.7	.16	2.20	7.7	.17	2.10	7.7	.16
P. S. lard, rend, wt		8.1	1.04	11.60	8.1	.94	10.20	8.1	.83
Spareribs		10.5	.17	1.60	10.5	.17	1.50	10.5	.16
Trimmings		6.8	.20	2.80	6.8	.19	2.70	6.8	.18
Feet, tails, neckbones			.09	2.00		.09	2.00		.09
Offal and misc			.36			.36	• • • •		.36
TOTAL YIELD AND VALUE6	9.50		\$ 8.92	70.50		\$ 8.33	71.50		\$ 7.81
Cost of hogs per cwt		\$ 8.70			\$ 8.32			\$ 7.85	
Condemnation loss		.04			.04			.04	
Handling & overhead		.59			.53			.50	
TOTAL COST PER CWT ALIVE		\$ 9.33			\$ 8.89			\$ 8.39	
TOTAL VALUE		8.92			8.33			7.81	
Loss per cwt	-	.41			.56 1.34			.58	



"BOSS" AUTOMATIC LANDING DEVICE - NO. 401

Patent Applied for

This practical, positive device is used with much success for the safe landing of cattle on the bleeding rail.

Used with "BOSS" Electric Hoists, it is equipped with limit switch to automatically stop the motor and apply the magnetic brake, holding the beef in proper position for landing.

Another "BOSS" Device that gives

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Absolutely no cost to you to test this New Tufedge Beef Clothing. We claim Tufedge with its double strength pinning edge can withstand the ripping, tearing effects of pinning longer than any clothing you have ever used and therefore is more economical.

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Increase Profits with

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SWIFT & COMPANY General Offices: CHICAGO

CANNED MEAT PRODUCTION

Canned meat and meat food products produced in December, 1937, totaled 59,686,274 lbs., divided into the following kinds of product:

Canned meat and meat food products:

	lbs.
Beef	8,263,144
Pork	11,282,998
Sausage	2,452,041
Soup	30,372,325
All other	7,315,766
Total	59,686,274

Total production of canned meat and meat and meat food products under federal inspection during the calendar year 1937 was 530,949,369 lbs.

MORE LARD TO TERRITORIES

Non-contiguous territories of the United States have become better customers for American lard in recent years, according to statistics compiled by the U.S. Bureau of Agricultural Economics. Average annual shipments to the territories amounted to only 11,113,000 lbs. from 1920 to 1924 and 15,933,000 lbs. from 1925 to 1929. Shipments have totaled over 22,000,000 lbs. in every year since 1931 except for 1935 when they amounted to only 17,727,000

The high year for such shipments was 1933 when 27,523,000 lbs. of lard was sent to the territories. Shipments during 1937 were around 25,000,000 lbs. Trade with territories has not replaced foreign business lost since 1925 when exports amounted to 708,000,000 lbs. compared with around 130,000,000 lbs. in 1937.

STATE DOG FOOD STANDARDS

Manufacture and sale of canned dog food in Kentucky is now regulated by minimum chemical standards and other restrictions under rules announced by J. D. Turner, head of the department of commercial feeds at the University of Kentucky agricultural station. Dog foods sold in Kentucky must contain a minimum of 10 per cent protein and 2 per cent fat and a maximum of 11/2 per cent fiber and 74 per cent water.

HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 11 principal markets, November, 1937:

	Nov.,	1937.	Oct.	, 1937.	Nov.,	1936.
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago East St. Louis. Kansas City Omahs Sioux City South St. Joseph. South St. Paul. Cincinnati Denver Fort Worth Wichita	225 227 236 244 232 224 218 239	\$8.64 8.64 8.34 8.08 8.01 8.18 8.30 8.72 8.21 8.32 8.22	242 219 225 249 262 238 224 211 236 204 223	\$10.03 10.24 9.85 9.43 9.31 9.65 9.63 10.48 9.85 9.67	217 217 208 198 197 207 207 219 222 218 229	\$9.48 9.46 9.10 9.00 9.07 9.10 9.01 9.66 9.26 8.90 9.04

hicago Provision Markets

FUTURE PRICES

FUI	UKE P	KICES	
SATURDA	Y. JANUA	ARY 22. 15	38.
Open.	High.	Low.	Close.
LARD— Jan 8.27%	8.271/4	8.25	8.25
Mar 8.27 1/2 Mar 8.90 May 9.15	0.4079		8.90ax
May 9.15	9.15	9.02%	9.05
July 9.15	9.20	9.10	9.05 9.171/2
May 9.15 July 9.15 Sept 9.20	9.30	9.02½ 9.10 9.17½	9.30b
CLEAR BELLIES-	-		
May11.25 July	*****	*****	11.25
July	*****	*****	11.65n
LARD—	, JANUA	RY 24, 193	8.
Jan			8.85b
Mar 8.921/2		*****	8.921/2
May 9.15	*****		9.15ax
Jan	9.27%	9.15 9.35	9.271/2 9.371/h
CLEAR BELLIES	0.0173	0.00	0.01780
			11.2736h
May July11.72%		*****	11.721/4
LARD-	, JANUA	RY 25, 193	58.
Jan			8.421/b
Mar 9.20 July 9.30			8.95ax
May 9.20	9.221/2	9.121/2	9.12%ax
July 9.30 Sept 9.421/4	9.35	9.25	9.25ax
	9.221/4 9.35 9.45	9.12½ 9.25 9.40	9.40ax
CLEAR BELLIES		19"	
May11.30 July			11.30 11.72½n
LARD—	AY, JANU	JARY 26, 1	938.
Jan 8.35 Mar 8.70 May 9.02 1/2 July 9.05			8.25ax 8.70ax 8.85
Mar 8.70	8.721/9	8.70	8.70ax
May 9.021/2	9.021/2	8.85	8.85
July 9.05	9.10	9.00	9.00ax
Sept 9.29	8.35 8.721/3 9.021/4 9.10 9.25	9.121/2	0.12%ax
CLEAR BELLIES	-		
May	*****	*****	11.30n 11.72½n
			22112/21
LARD-THURSDA	Y, JANU.	ARY 27, 1	938.
Jan 8.00		*****	8.00
Mar 8.60 May 8.82½-80 July 8.90 Sept 9.02½	8.00 8.821/4 8.921/4 9.071/2	8.57 1/9 8.75 8.90 9.02 1/9	8.57 %ax 8.75
May 8.82 1/2-80	8.821/6	8.75	8.75
July 8.90	8.921/2	8.90	8.90
	9.0179	9.02%	9.05
CLEAR BELLIES-	-		11 20
May	*****	*****	11.30ax 11.72½n
EBIDAU	TANTES	RY 28, 193	
LARD-	, JAMUA		
Jan		8.50 8.721/2 8.85	8.00ax
Mar 8.60	8.60 8.80 8.95	8.50	8.50ax
May 8.80	8.80	8.721/2	8.721/
Mar 8.60 May 8.80 July 8.90 Sept 9.05	9.05	8.80	8.50ax 8.72½ 8.87½ax 8.97½-9.00
CLEAR BELLIES-	5.00	0.0179	0.0175-0.00
34	*****		11.30ax
July	*****	*****	11.72½n
Key: ax, asked;			

Wage-hour legislation may be revived in Congress soon, it was reported this week after the House labor committee had voted 14 to 2 to report out some type of measure. The original house bill was returned to committee during the special session. Chairman Mary T. Norton said the Senate's bill, providing a 40-cent per hour minimum wage and a 40-hour maximum work week and enforcement by an independent five-man board, would be used as a basis for the new House measure. The labor committee could accept the Senate-approved bill or bring out a new proposal carrying only the Senate title. It could also sponsor its original bill, saddled with many exemptions, which puts enforcement under the Department of Labor.

CASH PRICES Based on actual carlot trading Thursday.

Based on actual carlot to January 27,	rading Thursday, 1938.	
REGULAR H	AMS.	
8-10	Green. 19 181/4 17	*8.P. 191/ 181/ 171/ 161/
10-16 Range	16%	
BOILING H		
	Green. 14	*S.P.
16-18 18-20 20-22	1986	151/4 151/4 151/4
16-20 Range	13% 13%	15%
16-22 Range	18%	****
SKINNED H	AMS.	
	Green.	*B.P.
10-12 12-14	19 17%	181/4 171/4 161/4
14-16 16-18 18-20	1617	16%
18-20	14%	14
18-20 20-22 22-24 24-26 25-30	131/4	13 14
24-26	1214	1214
25-30	117	1234
PICNICS	17-17-	
	Green.	•S.P
4. 6	12%	1214
6- 8 8-10	1117 @11%	121/ 111/ 101/ 101/
10-12	10%	10%
12-14 Short Shank 1/2c over.	10%	10%
(Square cut se		
	Green.	*D.C
6-8	1814	19%
8-10 10-12	18 16%	184
12-14 14-16	16% 14% 13%	15%
16-18	12%	141/
*Quotations represent No. 1	new cure.	
D. S. BELL	TES.	
	Clear.	Rib
14-16	1154	***
16-18 18-20	1174 1174 1174 1174	
20-25	111/2	111/
25-30 30-35	1.1	11
85-40 40-50	10%	10%
		20
D. S. FAT B.		67
8-10		74
10-12 12-14		67/ 74/ 75/

WAGE-HOUR BILL REVIVED

Extra Short Clears. 35-45
Extra Short Ribs. 35-45
Regular Plates 6-8
Clear Plates 4-6
Jowl Butts
Green Square Jowls
Green Rough Jowls. Prime Steam, cash.....Prime Steam, loose..... Neutral, in tierces...... Raw Leaf

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended January 22, 1938, were as follows:

		Week	Pleasing	same
		Jan. 22.	week.	· week '37.
Cured	Meats,	lbs.16,399,000	18,577,000	12,659,000
Fresh	Meats,	lbs.58,577,000	58,239,000	51,311,000
Lard,	lbs	1,735,000	2,722,000	1,648,000

A TRIUMPH OF TEAM WORK



What is back of Pomona's performance? Men—many men of widely diverse abilities—inventors, engineers, draughtsmen. layout men, metallurgists, chemists, foremen, brass, bronze and iron founders, machinists, grinders, polishers, enamelers, electricians, assemblers, inspectors, testers, Add cost accountants, bookkeepers, office help, traffic experts, shipping clerks—add salesmen and service men, available in the far reaches of the world—a triumph of intelligent cooperation, smoothed into effective daily service by thirty-five years of orderly experience.

Every buyer of a Pomona Pump buys man power and mind power in addition to the metal in the machine.



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St. Louis. Missouri.
Branch Offices:
New York - Chicago - Los
Angeles - San Francisco



Floorosis strikes without warning. It may start, with a small crack or crumbling and breaking of the cement — but it ends up with big holes in the floor — dangerous to workmen and treacherous to trucking.

But there's one sure way of curing Floorosis (broken cement floors) — simply patch with Cleve-O-Cement. Cleve-O-Cement is tough and strong as flint. Dries hard overnight. Stronger in 24 hours than ordinary cement in 28 days. Unaffected by freezing temperatures or excessive moisture. Resists the effects of lactic acid. Used and recommended by largest plants in America. Not an asphalt composition. Write today for illustrated bulletin and FREE TEST OFFER.

THE MIDLAND PAINT & VARNISH CO.
1324 MARQUETTE AVE. CLEVELAND, O.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, JANUARY 22, 1938.

												1	I	i	ď	è	١.	L	d	n	Ŋ	Close.
Janua	P	y				0																6.65@6.90
Februa	R	ľ	y											0								6.50@6.75 6.54@6.70
March			*		0	0																6.65 nom.
May .																						6:56@6.68
June	•	0		0			 	0.0									,					6.60@6.70

MONDAY, JANUARY 24, 1938

	MONDA	AY, JANUARY	24, 1938.
January .		6.75	6.75 6.50@6.90
February			6.52@6.90
March			6.55@6.65
April			6.60 nom.
			6.55@6.70
June			6.55@6.70

TUESDAY, JANUARY 25, 1938.

January .														0					6							
February			,	0.	0	0	0	0	0	0			0	0		0 0			6	.4	17	6	2	8.	6	l

March 6.49@6.6 April 6.50 non May 0.55@6.6 June 6.55@6.7

WEDNESDAY, JANUARY 26, 1938.

January			0		0			0	0								6.20@6.60
February		۰	۰	٠	0	٠					0			2	Ś	6.45	6.30@6.50
March													ß,	4	5	91 40	6.30@6.50
April													ř		ŝ	6.45	6.40 nom.
May															1	6.51	6.30@6.55
June	0		4			0	0				0	,	9,	6	II.	0.01	0.45@0.00

THURSDAY, JANUARY 27, 1938.

	-	-		•	_	_	_	_	_		_		•			_	9.1		
January	,					٠			۰			0.5			0	0			
February	r																	6.10@6.40	
March												- 6	a	5	ė		34	6.15@6.26	
April															Ī			6.20 nom.	
May																		0 15 00 00	
June																		0 15 60 0 05	

FRIDAY, JANUARY 28, 1938.

March																		6.15@6.25
May .	•	0		0		10			0			۰		4		٥	۰	6.20@6.85

ANIMAL OILS

(Basis Chicago.)

,	1	Per lb.
rime edible lard oil (max. 1% f.f.a.)		11%
rime burning oil (max. 1/2 % f.f.a.)		111/4
Prime lard oil (inedible) (max. 2% f.f.a.).		10%
Extra W. S. lard oil (2-4% f.f.a.)		1034
Extra lard oil (max. 5% f.f.a.)		101/4
Sxtra No. 1 lard oil (7-12% f.f.a.)		101/4
Special No. 1 lard oil (max. 15% f.f.a.)		9
No. 1 lard oil (15-18% f.f.a.)		8%
No. 2 lard oil (max. 22% f.f.a.)		91/4
Acidless tallow oil (max. 1/4 % f.f.a.)		91/4
20° C. T. neatsfoot oil (max. 1% f.f.a.)		161/
Pure neatsfoot oil (max. 1% f.f.a.)		11%
Prime neatsfoot oil (max. 5% f.f.a.)		1034
Extra neatsfoot oil (max, 12% f.f.a.)		101/
No. 1 neatsfoot oil (max. 15% f.f.a.)		9

Need a good man? See page 48.

The New

FRENCH COOKER

Interests You Because
IT OUTLASTS OTHER TYPES
REDUCES ODORS
COOKS QUICKLY,
EFFICIENTLY
OPERATES MORE EASILY
IS STURDILY BUILT

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The French Oil Mill Machinery Company

Piqua

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We'll gladly tell you how. Write!

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3924 N. New Jersey St., Indianapolis, Indiana

GEO. H. JACKLE

Broker

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Tankage, Blood, Bones, Cracklings, Hoofs
405 Lexington Ave. New York City

Tallows and Greases

TALLOW-Fairly good trade on a downward range prevailed in the tallow market at New York during the past week. Turnover was estimated at about 1,000,000 lbs. and extra, after selling at 6%c, delivered, traded at 6%c and subsequently at 6%c, a decline of 4c from the previous week. Soapers were taking liberal supplies this week but were steadily inclined to back away from the market. Offerings were fairly liberal. While no great quantity passed at the inside price, there were indications that additional tallow was available at 6%c f.o.b. An easier trend in outside markets had some influence.

At New York, special was quoted at 6c nominal; extra, 6½c, delivered, and edible, 7½c nominal.

South American No. 1 tallow at New York was unchanged and quoted at 4%c, c.i.f.; No. 2, 4%c, c.i.f., and edible, 4.95c, c.i.f.

Tallow futures at New York went down 11 to 20 points for the week. January traded at 6.75; March, 6.60 to 6.43; May, 6.45, and June, 6.51.

Tallow market at Chicago displayed an easier tone during the past week in dull trading. Tank of renderers prime tallow sold at 6%c, Chicago, and special at 5%c, Chicago. Ten tanks outside prime sold Monday at 61/2c, Cincinnati, and edible offered at 6%c, delivered, equal to 6%c, f.o.b. Tank special tallow sold Tuesday at 6c, Chicago. On Wednesday afternoon large soaper cut his ideas to 64c, Chicago and Cincinnati, on prime and 51/2c on special. tanks No. 1 tallow sold at 5%c, Cincinnati; 5½c paid previous day. No. 3 tallow sold at 5¼c, Midwest point. Round lot of prime reported sold on Thursday at 6¼c, Cincinnati; No. 3 sold at 5c, Midwest point, and edible at 6%c, c.a.f., Chicago. Chicago quotations, loose basis, on Thursday were:

Edible	tallow						×	×								61/4	a	61/	
Fancy	tallow																a	6%	4
Prime	packers		۰						,							614	0	63	4
Specia	l tallow															514	a	55	
	tallow																		

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, January-February shipment, was unchanged at 22s 6d. Australian good mixed, January-February shipment, was off 3d at 21s.

STEARINE—The market was quiet and easier at New York with oleo quoted at 7%c, plant, or off % to %c from the previous week.

Last sale of oleo stearine at Chicago was at 6%c; oleo was quoted on Thursday at 7c.

OLEO OIL—The market was steady in routine trade at New York. Extra was quoted at 9\\\@9\\\chi_c; prime, 8\@8\\\\chi_c, and lower grades, 7\\\\@8c.

The market at Chicago was steady and unchanged at 9c for extra.

(See page 33 for later markets.)

LARD OIL—The market at New York was steady but quiet. No. 1 was quoted at 9%c; No. 2, 9c; extra, 10%c; extra No. 1, 9%c; extra winter strained, 11c; prime edible, 12%c; inedible 11%c.

NEATSFOOT OIL—The market was steady but featureless at New York. Cold test was quoted at 16%c; extra, 10c; extra No. 1, 9%c; pure, 12%c, and prime, 11c.

GREASES—Demand for greases from soapers was slower during the past week and this, with a lower range in tallow, resulted in an easier grease market at New York. Prices were off ¼ to %c on the week. A moderate business appeared to have passed and under cover trading may have taken place. Consumers were inclined to back away from offerings for the time being. It was possible to buy house grease at 5%c and yellow at 5½c. Choice white was quoted at 6%c, f.o.b.

There was no great amount of activity in the grease market at Chicago during the past week and the tone was easier. There was a bid of 64c, outside point, for white grease on Monday; tank brown grease sold at 4%c, Chicago. Tank brown grease sold Wednesday at 4%c, River point. Choice white grease sold on Thursday at 6%c, Chicago. Chicago quotations, loose, Thursday:

Choice white g	rease.		 	 		@614
A-white grease			 	 		@6
B-white grease	****		 	 		@51/2
Yellow grease,	10-15	f.f.a	 	 	5	@51/4
Yellow grease,	15-20	f.f.a	 	 		@5
Brown grease			 	 		@4%

BY-PRODUCTS MARKETS

Chicago, January 27, 1938. By-products markets turned weak

By-products markets turned weak toward the close of the week, with buying interest slow and price trends downward. This appeared to be in sympathy with outside markets rather than the result of conditions within these markets.

Blood.

Blood offered freely at \$3.20. Buying slow.

Digester Feed Tankage Materials.

Feeding tankage market steady with second quality 6 to 10% ammonia product quoted at \$3.15 & 10c.

Unground, 10 to 12% am	monia\$	@3.40 & 10c
Unground, 6 to 10%, che quality		@3.50 & 10c
Liquid stick		

Packinghouse Feeds.

Market for packinghouse feeds reported good at quoted prices.

harry Sand at James Lauren	Carlots, Per ton.
Digester tankage meat meal, 60%\$ Meat and bone scraps, 50%	@52.50 @47.50
Raw bone meal for feeding Special steam bone meal	@35.00 @30.00

Bone Meals (Fertilizer Grades).

Market largely nominal with prices quoted f.o.b. Chicago.

quote	u 1.0.D.	UI	neago.	Per ton.
			50	

Fertilizer Materials.

High grd. tankage, ground, 10@11% am\$	a	2.75	& 10c
Bone tankage, ungrd., low gr., per ton	0	15.00	
		3.25	

Dry Rendered Tankage.

Cracklings offered freely with buyers' ideas weaker. Some product moved well above 65c and considerable quantities available at that price and still more under that price.

Hard pressed and expeller unground, per unit protein	@ .65
Soft pred, pork, ac. grease & qual- ity, ton	@45.00
Soft prad. beef, ac. grease & qual-	@35.00

Gelatin and Glue Stocks.

Glue stock market quiet with prices quoted on l.c.l. lots.

4	Per ton.
Calf trimmings\$	@25.00
Sinews, pizzles	@22.00
Cattle jaws, skulls and knuckles	
Hide trimmings	@16.50
Pig skin scraps and trim, per lb., l.c.l.	@ 5%c

Horns, Bones and Hoofs.

Market quiet and nominal

								Per ton.
Horns,	accor	din	g t	0 1	gra	de.	 	\$45.00@75.00
Cattle 1	hoofs						 	@85.00
Junk be	nes .						 	14.00@16.00
								xed carload

Animal Hair.

Market for hog hair nominal with crude summer take-off \$40.00@42.50 per ton c.a.f. Chicago. Winter take-off \$80.00 per ton, Chicago.

Coil and field dried hog		
Processed black winter, Cattle switches, each*.	per lh61/20@ 1	le 2% e

*According to count.

EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner.)

New York, January 26, 1938.

Dried blood is offered at \$3.10 per unit of ammonia, f.o.b. New York. The buying interest seems to have died out and unless an unexpected demand develops, probably bids would be entertained.

Ground fertilizer tankage last sold at

\$3.00 and 10c, and unground feeding tankage last sold, and is now offered, at \$2.90 and 10c. f.o.b. local shipping points

Dry rendered tankage is lower in price but stocks are limited.

Japanese sardine meal is rather scarce with hardly any spot stocks to be had at New York, and for February shipment the present quotation is about \$47.00 per net ton, c.i.f. North Atlantic Coast ports.

Trading in general in packinghouse by-products is very light.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports, Feb June shipment	@29.50
Ammonium sulphate, double bags, per	
100 lbs. f.a.s. New York	nominal
Blood, dried, 16% per unit	@ 3.10
Fish scrap, dried, 11% ammonia, 10%	
B. P. L., f.o.b. fish factory	nominal
Fish meal, foreign, 111/2 % ammonia,	
10% B.P.L., c.i.f. mpot	@46.50
JanFeb. shipment	@47.00
Fish scrap: acidulated, 7% ammonia,	W 21.00
3% A.P.A., f.o.b. fish factories	2.75 & 50e
Soda nitrate, per net ton; bulk, Feb.	
June	@27.00
in 200-lb, bags, FebJune	@28.30
in 100-lb, bags, FebJune	@29.00
	(g 20.00
Tankage, ground, 10% ammonia, 15%	0.00 0.10-
B. P. L., bulk	2.90 & 10e
Tankage, unground, 10-12% ammonia,	
15% B. P. L., bulk	3.00 & 10c

Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f	@23.50
bags, per ton, c.l.f	@28.50
Superphosphate, bulk, f.o.b. Balti- more, per ton, 16% fat	@ 9.00
Dry Rendered Tankage.	

TRADE PACT INCLUDES FATS

Several fats and oils are among the more than 1,000 commodities on which the United States may grant import duty concessions in the coming negotiation of a reciprocal trade agreement with Great Britain, Newfoundland and the crown colonies. Some of the crown colonies are important suppliers of raw materials, such as palm kernel oil. Among the oils and fats subject to negotiation and their present rates of duty are:

Wool grease, 1 to 3c per lb.; marine animal and fish oils, fats and greases, not specially provided for, 20 per cent ad valorem; inedible palm kernel oil, free of duty but bearing a 3c per lb. processing tax; other palm kernel oil. 1c per lb. duty plus 3c processing tax, and palmnuts and palm nut kernels, free.

Where items listed are already on a free basis, the United States may agree not to impose duties during the life of the pact. This country can also make concessions on some items by promising not to increase present duties. The Department of State considers that it has authority to reduce an excise tax, such as that on palm kernel oil, in a reciprocal trade agreement.

Interested parties having any information to give the government regarding any articles on the list may submit briefs prior to February 19. The committee for reciprocity information will hold public hearings on the proposed agreement beginning March 14.

COTTON OIL USE MAY GROW

Replacement of imported oils by domestic cottonseed oil in shortening and compound manufacture in 1938 might result in total utilization of 1,250,000,-000 to 1,300,000,000 lbs. of refined cotton oil in that industry, according to U. S. Bureau of Agricultural Economics. Thus if cotton oil should replace imported oils in compounds in 1938 as it has been doing in margarine during the past year, and if 400,000,000 lbs. should be used for margarine and other foods, a possible 1,650,000,000 to 1,700,000,000 lbs. might be used for food in 1938 compared with 1,205,000,000 lbs. in 1936.

HULL OIL MARKETS

Hull, England, January 26, 1938 .-Refined oil, 21s. Egyptian crude cottonseed oil, 18s.

DECEMBER MARGARINE TAX

Taxes paid on oleomargarine during December, 1937 and 1936, as reported by the Bureau of Internal Revenue:

		1937. .\$104,112.60 . 25,862.36	1936. \$103,692.55 20,593.58
Total	 	.\$129,974.96	\$124,286.08

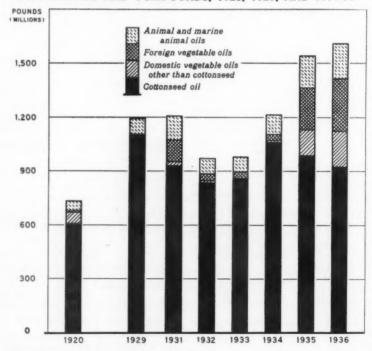
Quantity of product on which tax was paid during December, 1937, totaled 62,630 lbs. of colored margarine and 39,139,840 lbs. of uncolored; during the same month a year ago, tax was paid on 67,144 lbs. of colored and 38,738,700 lbs. of uncolored margarine.

GEORGIA ASKS TAX REPEAL

Repeal of federal taxes on oleomargarine was recently advocated by the State of Georgia when it memorialized the Congress of the United States "to repeal the federal statutes which now levy special taxes and licenses and other restrictions against the sale and use of food products made from cottonseed and peanut oil."

Watch Classified page for bargains in equipment.

FACTORY CONSUMPTION OF FATS AND OILS IN VEGETABLE SHORTENINGS AND COMPOUNDS, 1920, 1929, AND 1931-36



Although large quantities of foreign vegetable oils were used in shortening manufacture during 1935 and 1936, a greater percentage of cottonseed oil found its way into shortening in 1937. Large supplies of cotton oil in 1938 may result in use of as much as 1,300,000,000 lbs. in shortening. (Also see chart on page 23.)

Vegetable Oils

COTTON oil futures at New York scored substantial gains to new season's highs during the early part of the past week but reacted later. Early strength was due to buying by speculative interests and the trade, inspired by a strong crude oil market in the South and persistent reports of satisfactory cash business in oil and shortening.

Weakness developed with general selling and heavy long liquidation following reports that some Brazilian cotton oil had been purchased for importation. The setback was aided materially by renewed weakness in the lard market and a sagging security market. The oil market ran into stop loss orders on the decline but also met extensive buying power in the way of profit taking and reinstatement of long lines.

Operations were very mixed. Some local traders who overstayed the long side of the market were over on the short side. Some professionals who had been selling oil on a scale upwards took profits and were on the sidelines awaiting a buying spot. The technical position of the market was undoubtedly strengthened by the liquidation. The possibility of further imports of cotton oil was shut off by the downturn.

During the early part of the week crude sold at 6½c in all sections. Reports indicated that mills had disposed of sizeable quantities between 6¾ and 6½c. When futures sold off, bids were lowered to 6½c and scattered small amounts were offered at 6%c but there was no pressure whatsoever from the crude section.

Cash Demand Satisfactory

Cash demand for oil and shortening was satisfactory although on a much lighter scale than during the first half of January. It is still the belief that distribution in January will run ahead of last year.

There was a report on Tuesday that some Brazilian cotton oil had been bought for import at 4½c. The duty is 3c per lb. and with handling charges of 10 or 15 points indicated a price of 7.35 to 7.40c. There appeared to have been some question as to whether oil was for domestic consumption or had been bought for processing into export shortening.

Many contended that oil prices were from ½ to 1c a lb. too low to permit heavy imports of oil. The fact that a small quantity had been bought, however, cast a shadow over the market and placed a ceiling on futures of somewhere between 7% and 8c per lb.

The market at Hull, England for refined and crude cotton oil was on the downgrade during the week and weakness there attracted attention in the New York market. It was estimated that Hull refined at 2/5 was about 4.68c per lb. and too high for importation.

COCOANUT OIL.—The New York market turned easier, partly as a result of pressure on the Pacific coast where resales were reported at 3%c. There were offerings at New York on a basis of 4c. Buyers were reported to have withdrawn completely.

SOYA BEAN OIL.—Demand was moderate but the market was easier. Sellers were asking 6.2c at New York with indications that 6c might be done on bids.

CORN OIL.—Offerings continued light, and bids were reported in the market at 7c for domestic oil.

PALM OIL.—The undertone was easier at New York owing to lack of buying interest. Nigre was held at 3% c and Sumatra at 4c but these prices could have been shaded on bids.

PALM KERNEL OIL.—The market at New York was quiet and unchanged at 4% @5c.

OLIVE OIL FOOTS.—The market was steady at New York but demand was routine. Spot was quoted at 8½c and shipment at 7½c.

PEANUT OIL.—Bids of 6%c were reported at New York but offerings were lacking and the market was nominal.

COTTONSEED OIL.—Valley and Southeast crude were quoted on Wednesday at 6.25c paid; Texas 6.12½c bid, 6.25c asked at common points, Dallas 6.25c nominal.

Market transactions at New York:

Friday, January 21, 1938

		-Ra	nge-	C1	osing
	Sales.	High.	Low.	Bid.	Asked.
Feb.				750	a Bid
Mar.	27	766	757	762	a trad

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 27, 1938.—Cotton oil futures were steady and fractionally lower than week ago. Crude offerings were light at 6½c lb. bid; 6½c lb. asked. Market is apt to show no important changes until January consumption report is issued. Trade expects larger disappearance than in December.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, January 27, 1938.— Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipments, \$23.50. Prime cottonseed oil 61/4 @61/4 c.

April			763	a	nom	
May . 68	769	760	764	a	765	
June			765	a	nom	
July . 120	774	766	770	a	trad	
Aug			770	a	nom	
Sept 30	778	770	775	a	777	
Saturda	ıy, Jan	uary 22	, 1938			
Feb			760	a	nom	
Mar 11	762	758	762	a	trad	
April			765	a	nom	
May . 35	767	762	765	a	trad	
June			766	a	nom	
July . 24	772	766	765	a	771	
Aug			770	a	nom	
Sept 13	774	772	774		trad	
ocpu					01 010	
Monda	y, Janu	iary 24	, 1938			
Feb			770	a	nom	
Mar 23	771	764	769	a	771	
April			770	8	nom	
May . 119	774	766			74tr	
June			774		nom	
July . 78	779	771	778	9	779	
Aug			779	a	nom	
Sept 24	784	774	783	a	84tr	
			+00	-		
Tuesday	, Janu	ary 25	, 1938			
			, 1938 765	a	nom	
Feb	774	765				
Feb	774	765	765	aa		
Feb	774		765 768 768	a a	66tr nom	
Feb	774 775	765 766	765 768 768 770	a a a	66tr nom trad	
Feb	774	765 766	765 768 768 770 770	a a a	66tr nom trad nom	
Feb	774 775 778	765 766	765 768 768 770 770 774	a a a a	66tr nom trad nom trad	
Feb	774 775 778	765 766 771	765 768 768 770 770 774 774	a a a a a	66tr nom trad nom trad nom	
Feb	774 775 778 783	765 766 771 777	765 768 768 770 770 774 774 778	a a a a a a a	66tr nom trad nom trad nom	
Feb	774 775 778 783	765 766 771 777	765 768 768 770 770 774 774 778	a a a a a a a	66tr nom trad nom trad nom	
Feb	774 775 778 783	765 766 771 777	765 768 768 770 770 774 774 774 778	a a a a a a a a	66tr nom trad nom trad nom	
Feb	774 775 778 783	765 766 771 777	765 768 768 770 770 774 774 778	a a a a a a a a	66tr nom trad nom trad nom 779	
Feb	774 775 778 783 1ay, Jan	765 	765 768 768 770 774 774 778 26, 193 748 748	a a a a a a a a a a	66tr nom trad nom trad nom 779	
Feb	774 775 778 783 1ay, Jai	765 766 771 777 muary 3	765 768 768 770 770 774 774 778 26, 193 748 748 768	a a a a a a a a a a	66tr nom trad nom trad nom 779	
Feb	774 775 778 783 4ay, Jan 762	765 	765 768 768 770 770 774 774 778 26, 193 748 768 751	a a a a a a a a a a	66tr nom trad nom trad nom 779	
Feb	774 775 778 783 1ay, Jan 762 764	765 766 771 777 748 748	765 768 768 770 770 774 774 778 26, 193 748 768 751	a a a a a a a a a a	66tr nom trad nom trad nom 779 nom trad nom	
Feb	774 775 778 783 4ay, Jan 762 764	765 766 771 777 748 748	765 768 768 770 770 774 774 778 26, 193 748 748 768 751 751	a a a a a a a a a a a	66tr nom trad nom trad nom 779 nom trad nom trad nom	
Feb	774 775 778 783 1ay, Jai 762 764	765 	765 768 768 770 770 774 774 774 778 26, 193 748 768 751 755 760	a a a a a a a a a a a a	66tr nom trad nom trad nom 779 nom trad nom 749 nom trad nom	
Feb	774 775 778 783 1ay, Jai 762 764	765 766 771 777 748 748	765 768 768 770 770 774 774 774 778 26, 193 748 768 751 755 760	a a a a a a a a a a a a	66tr nom trad nom trad nom 779 nom trad nom trad nom	
Feb	774 775 778 783 4ay, Jan 762 764 765	765 766 771 777 748 748 754	765 768 768 770 770 774 774 778 26, 193 748 768 751 751 755 760	a a a a a a a a a a a a	66tr nom trad nom trad nom 779 nom trad nom 749 nom trad nom	
Feb	774 775 778 783 4ay, Jan 762 764 765 771 ay, Jan	765 766 771 777 748 748 754 758	765 768 768 770 770 774 774 778 26, 193 748 768 751 755 760 760 7, 1938	a a a a a a a a a a a a a a a	nom trad nom 779 nom 749 nom trad nom 578 nom 61tr	
Feb	774 775 778 783 4ay, Jan 762 764 765 771 ay, Jan 750	765 766 771 777 748 748 754 758	765 768 768 770 770 774 774 778 26, 193 748 768 751 755 760 760 7, 1938 745	a a a a a a a a a a a a a a a a a	66tr nom trad nom trad nom 779 nom trad nom 758 nom 61tr	
Feb	774 775 778 783 1ay, Jai 762 764 765 771 ay, Jan 750 755	765 766 771 777 748 748 754 754 758	765 768 768 770 774 774 778 26, 193 748 768 751 751 755 760 760 7, 1938 745 745	a a a a a a a a a a a a a a a a a a a	66tr nom trad nom trad nom 779 nom trad nom 758 nom 61tr	
Feb	774 775 778 783 4ay, Jan 762 765 771 4ay, Jan 750 755 750	765 766 771 777 748 748 754 754 754 754 758	765 768 768 770 774 774 778 26, 193 748 748 751 751 755 760 760 7, 1938 745 748	8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	66tr nom trad nom trad nom 779 nom trad nom 758 nom 61tr	
Feb	774 775 778 783 1ay, Jan 762 764 765 771 ay, Jan 750 755 764	765 	765 768 768 770 774 774 778 26, 193 748 768 751 751 755 760 760 7, 1938 745 745	8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	66tr nom trad nom trad nom 779 nom trad nom 758 nom 61tr	

COMPOUND OUTPUT IN 1938

(See page 33 for later markets.)

Production and consumption of compounds and vegetable shortening in 1938 may equal that in 1937 in spite of some increase in lard production, according to the U. S. Bureau of Agricultural Economics. The bureau believes that production of shortening during 1938 may amount to 1,500,000,000 to 1,550,000,000 lbs. compared with an estimated similar amount in 1937, 1,586,741,000 lbs. in 1936, 1,546,795,000 lbs. in 1935 and 1,204,331,000 lbs. in 1934.

Hides and Skins

Chicago

PACKER HIDES.-Packers were free sellers of summer take-off hides this week at a half-cent decline from the prices paid previous week. A total of about 190,000 hides were moved this basis, mostly by three packers, as one packer was fairly well sold up to end of year. Branded steers of good summer quality moved in a moderate way at 1/2c under the price paid last week for Nov.-Dec. hides. Numerous tanners participated in the buying, including sole leather, specialty and shoe manufacturing tanners.

Weakness in the South American market late last week and liquidation in other commodity and security markets influenced packers in accepting the business at lower prices. Leather continues slow, with the exception of patent and light calf leather, although the spring shoe run should be getting under

Orders in the market appear to have been filled for the moment and quotations for current take-off hides have still to be established. The Association was fairly well sold up to end of year. except for the Aug.-Sept. hides which were removed from the market, and was offering Jan. light cows and branded cows at another 1/2c down; later sales were reported to have been made on Jan. cows at a cent down but no confirmation has been obtainable so far. Some re-sale offerings of Nov.-Dec. cows are reported that basis.

No summer native steers available and 13c asked for Nov.-Dec. Total of 12,800 mostly Nov.-Dec. extreme light native steers sold at 10c; one lot included a few June forward.

One packer sold 10,000 July to Oct. butt branded steers at 12 1/2c, and 11,000 Colorados of same dating sold at 12c. One lot of 3,500 July to Oct. heavy Texas steers sold at 12%c; light Texas steers quoted 11 1/2 c nom.; extreme light Texas steers sold in a good way at 9c for June to Oct. take-off.

One packer sold 10,000 July to Sept. heavy native cows at 10c, with a few late Dec. included at 91/2c. One lot of 6,000 Aug. to Oct. light native cows moved last Saturday at 10c; 9,500 Sept. to Nov. light cows sold early this week at 9%c, followed by 35,000 June to Nov. at 91/2c; an Iowa packer also sold 5,000 July to Nov. light native cows at 91/2c; Association was credited with selling 5.000 Jan. light native cows late this week at 8%c, after offering earlier at 9c, but no confirmation obtainable so far. Total of 18,400 June to Oct. branded cows, 45,000 July to Dec., 5,000 Sept.-Oct. and 9,000 Oct., all sold at 9c, including about 15,000 extreme light Texas steers same basis. Association was credited with selling 3,000 Jan.

branded cows later at 8c, after offering them at 81/2c; no confirmation obtain-

Bulls quoted nominally at 8@81/2c for natives, brands 1c less.

OUTSIDE SMALL PACKER HIDES .- Market dormant on outside small packer all-weights. Buyers showing no interest but have ideas of not over 8c to possibly 8 1/4 c, selected, del'd Chicago; no offerings available this basis as yet but the majority of killers are fairly well sold up into Dec. and not offering in the absence of bids.

PACIFIC COAST .- Trading still awaited in the Coast market. Some packer Oct. to Dec. hides were reported to be available late this week at 10c for steers and 71/2c for cows, flat, f.o.b. shipping points.

FOREIGN WET SALTED HIDES. South American market turned weak at the close of last week, with sales in a large way as previously reported at 70 pesos, equal to 11%c, c.i.f. New York. Later, 4,500 Corpn. Sansinenas and 5,-000 Smithfield steers sold to the States, also 5,000 LaPlatas to Japan, all at 70 pesos or 11%c, steady; 3,000 frigorifico light steers also sold at 11%6c. There were reports of trading at higher prices mid-week but only trade confirmed was 500 Rosa Fe heavy steers to Europe at 73 pesos or 12 %c, a direct sale and a specialty proposition; 1,000 Wilson light steers sold at 70 pesos or 1111/16c, and 4,000 Smithfield light steers at 68 pesos or 115/isc.

COUNTRY HIDES.—Tanners have been showing no interest in country hides, with the liberal supply of big packer summer light cows available this week at lower prices, and quotations on country hides are only nominal. Dealers showing very little interest in allweights which are quoted nominally around 6% @7c, untrimmed, selected, del'd Chicago. Heavy steers and cows 61/2@7c, trimmed, nom. Trimmed buff weights around 74c nom. No bids reported on trimmed extremes and generally quoted 8@84c top. Bulls and glues around 5c nom. All-weight branded hides 6@64c flat nom.

CALFSKINS .- Weakness was indicated in the packer calfskin market late this week when one packer sold 14,000 Dec. Milwaukee all-weight calf at 14 1/2 c for packers, or 11/2c decline from sales three weeks back. At that time, Dec. northern heavies also moved at 171/2c, River point heavies at 161/2c, and lights under 91/2 lb. at 151/2c for all points. Some Dec. calf, mostly River points, still unsold.

At the close of last week, three cars of Chicago city 8/10 lb. calfskins sold at 12c, or 11/2c down from previous sale, and the 10/15 lb. were offered at 13c. a like discount; there is more interest in lights than in heavies and bids of 11c reported for 8/10 lb. now but fairly well sold up, while the 10/15 lb. are salable at 12c in combination with lights but not alone. Outside cities, 8/15 lb., quoted 11@11½c nom. Straight countries nominal around 9@91/2c. Bids of 75c declined for Chicago city light calf and deacons, with 90c last paid; one collector reported bid of 80c but not able to offer in car lot.

LATER: Bid of 11%c reported by one collector for 8/10 lb. Chicago city calfskins.

KIPSKINS .- The first sale of packer Jan. kipskins was made late this week at 1%c decline, when one packer sold 1.600 Jan, southern over-weight kips at 10c. Last trading in Dec. kips, three weeks back, was at 121/2c for southern natives, 12 1/2c for northern over-weights and 11 1/2c for southerns; northern natives were held then at 13 1/2c and brands at 11c without trading.

Bids have been lacking on Chicago city kipskins; collectors had been asking 12c and 10c was obtainable around mid-week but buyers' ideas closer to 9%c at present, although not bidding. Outside cities quoted around 91/2c nom. Straight countries only nominal around

Packers moved their Dec. regular slunks three weeks back at 77½c and Jan. not yet offered.

HORSEHIDES .- Quotations mostly nominal and trading confined to occasional small lots in line with buyers' ideas of value. Good city renderers with manes and tails quoted around \$3.00@ 3.25, selected, f.o.b. shipping points; ordinary trimmed renderers \$2.50@2.75, del'd Chicago; mixed city and country lots \$2.10@2.25, Chicago.

SHEEPSKINS.—Dry pelts nominal around 11@12c per lb., del'd Chgo. Production very light on big packer shearlings and slow to accumulate; last reported sale was at 75c for No. 1's, 60c for No. 2's and 50c for No. 3's couple weeks back; straight No. 1's sold this basis last week in a small way and probably obtainable for choice No. 1's, but other grades easier. Pickled skins quiet, with very little demand for present quality available and bids of \$4.00 would undoubtedly be considered although \$4.50 had been generally asked; buyers' ideas are lower, with not much interest shown. Wool market continues slow and easy. Wool pelts quoted in a nominal way \$1.60@1.70 per cwt. live lamb, with market not clearly defined.

New York

PACKER HIDES.-Market still in a waiting position, with holders looking for bids. Branded steers fairly well sold up to Dec. 1st, but Dec. forward hides still held, also upwards of 25,000 Aug. forward native steers.

CALFSKINS .- The calfskin market is lower but sales are awaited to establish values. The only trading reported was a re-sale lot of 1,500 collectors' 5-7's at \$1.00, or 25c under last sale several weeks back; on this basis, collectors' 7-9's are quotable nominally around \$1.40 and 9-12's around \$2.25.

N. Y. HIDE FUTURE MARKETS

Saturday, Jan. 22, 1938—Close: Mar. 8.82@8.83 sales; June 9.17@9.21 sales; Sept. 9.50@9.54; Dec. 9.80 n; sales 116 lots. Closing 39@42 lower.

Monday, Jan. 24, 1938—Close: Mar. 8.55@8.61; June 8.90@8.95 sales; Sept. 9.28 sale; Dec. 9.58 n; sales 250 lots. Closing 22@27 lower.

Tuesday, Jan. 25, 1938—Close: Mar. 8.70 sale; June 9.05 sale; Sept. 9.38@ 9.40; Dec. 9.70 bid; sales 130 lots. Closing 10@15 higher.

Wednesday, Jan. 26, 1938—Close: Mar. 8.58 sale; June 8.95 sale; Sept. 9.25@9.30; Dec. 9.55 n; sales 99 lots. Closing 10@15 lower.

Thursday, Jan. 27, 1938—Close: Mar. 8.62 sale; June 8.96@9.01 sales; Sept. 9.32 n; Dec. 9.63 n; sales 197 lots. Closing 1@8 higher.

Friday, January 28, 1938—Close: Mar. 8.60 n; nom.; June 8.95 sale; Sept. 9.27@9.30; Dec. 9.57@9.65. Sales 99 lots. Closing 1 to 6 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 28, 1938 with comparisons:

TO A	CHE	FP	TEL	DES

	PACKER	HIDE	5.		
	ek ended an. 28.				week, 937.
Spr. nat. strs.121/	@13n	0	131/2n		@161/n
Hvy. nat.	C40	_			
strs121/2 Hvy. Tex.	@13n	(0)	13½n		@161/2
strs	@121/2	@	13n	-	@161/2
Hvy. butt brnd'd	@1214	0	13		@16%
Hvy. Col. strs.	@12		121/4		@16
Ex-light Tex.	@ 9	0	91/4 n		@144
Brnd'd cows 84	60 9		9½n		@1414
Hvy. nat.					
Cows	@10		10%n		@141/4
Lt. nat. cows. 9		(0)	916	14	@141/4
Nat. bulls 8	@ 814n	w	81/9		@11% @10%
Brnd'd bulls 7	@ 172H	151/4 @			@261/4
Calfskins14 Kips, nat	@19n	10 72 11	131/28		@17%
Kips, ov-wt	@11a		121/2		@16
Kips, brnd'd 94	(@10n	6			@14%
Slunks, reg	@7716	a	7734		21.30
Slunks, hrls35	@40		40		@60
Light native, & 1c per lb. less tha			ad Co	lorado	steers

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts 8 @ 834	9 @10n	131/4@141/4
Branded 714@ 8		13 @13%
Nat. bulls 61/2 7	7 @ 8n	@101/2
Brnd'd bulls. 5 1/2 @ 6	6 @ 7n	@ 91/2
Calfskins11 @121/4	13 @141/2	21 @23
Kips @ 10n	@12n	@151/2
Slunks, reg65 @ 70n	70 @75n	1.10@1.20n
Slunks, hrls30 @35n	30 @35n	@ 50n

COUNTRY HIDES.

Hvy. steers. 61/2 7n	7% @ 8n	10%@11
Hvy. cows 61/2 7n		10%@11
Buffs @ 7%n	@ Sax	11%@12
Extremes 8 @ 81/4 n	@ 9	13 @1314
Bulls @ 5n	5%@ 5%	8% @ 9
Calfskins 9 @ 91/2n		16 @161/2
Kips 71/2 8n	9 @ 91/2	13 @ 131/2
Light calf55 @65n	65 @75n	1.10@1.20n
Deacons55 @65n	65 @75n	1.10@1.20n
Slunks, reg40 @50n	45 @55n	80 @90n
Slunks, hrls10 @20n	10 @ 20n	15 @ 25n
Horsehides2.10@3.25	2.15@3.25	4.50@5.35

SHEEPSKINS.

		********	********
Sml. pkr.			2.40@2.50
Pkr. shearlgs.	@75		1.40@1.50
Dry pelts11	@12n	11%@12%n	23 @ 23 1/2

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Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions

Hog products were weaker the latter part of the week with liquidation, packers selling, liberal hog arrivals and moderate cash demand. Hogs were steady. Top was \$8.65 at Chicago.

Cottonseed Oil

Cotton oil was active and about steady the latter part of the week with liquidation on small scale and some reinstating of long lines. Cash trade was fair and hedge pressure light. Less was heard of Brazilian oil. The understanding is that Brazilian sellers will not guarantee color and large refiners are not interested in that oil. Crude oil sold at 64c; South-East was quoted at 6%c bid, 6%c asked across the Belt.

Quotations on bleachable cottonseed oil at close of market on Friday were: March 7.50; May 7.53; July 7.57@7.58; Sept. 7.61. Sales 94 lots. Closing steady.

Tallow

Tallow, extra 6%c lb., f.o.b.

Stearine

Stearine, 74c plants.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes ½c per pound on a car of product he has saved \$37.50.

If he makes ¼c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at '4c variation from actual market price.

Information furnished by THE DAILT MARKET SERVICE is vital to anyone handling meats on a carlot hauls. For full information, write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Friday's Lard Markets

New York, January 28, 1938.—Prices are for export. Lard, prime Western, \$9.00@9.10; middle Western, \$9.00@9.10; city, 8½c; refined Continent, 9¼c; South American, 9%c; Brazil kegs, 9½c; compound, 9¾@10c in carlots.

BRITISH PROVISION MARKETS

Liverpool, January 26, 1938.—General provision market unchanged; poor demand for lard; no demand for hams,

Friday's prices were: Hams, American cut, 82s; ham, long cut, exhausted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 78s, Wiltshires unquoted; Cumberlands, 69s; Canadian Wiltshires, 78s; Canadian Cumberlands, 81s; spot lard, 49s.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended January 27, 1938 totaled 702,305 lbs. of lard and 109,100 lbs. of bacon.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of January 22, 1938, totaled 1,042,695 lbs.; greases 237,000 lbs.; stearine none; tallow none.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to January 28, 1938: To the United Kingdom, 134,471 quarters; to the Continent, 23,246. Last week to United Kingdom, 126,799 quarters; to the Continent, 59,811.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Jan. 22, 1938, were 3,900,000 lbs.; previous week, 4,369,000 lbs.; same week last year, 7,633,000 lbs.; from January 1 to Jan. 22 this year, 12,613,000 lbs.; for the same period one year ago, 19.715.000.

Shipments of hides from Chicago for the week ended Jan. 22, 1938, were 4,712,000 lbs.; previous week, 4,578,000 lbs.; same week last year 4,088,000 lbs.; from January 1 to Jan. 22 this year, 13,154,000 lbs.; same period a year ago, 13,309,000 lbs.

Live Stock Markets

RES VIEW

LIVESTOCK PRICE CHANGES

Livestock and meat prices fluctuated more widely in 1937 than in any year since the World War. In most of the first three-quarters of the year slaughter supplies were decreasing and demand conditions were generally favorable, but in the last 3 or 4 months of the year supplies of livestock, especially hogs, increased considerably. Conditions of both supply and demand since September were depressing influences upon livestock prices, while from January through August both were strengthening influences upon livestock prices.

Livestock prices per cwt. in selected months of 1937 were as follows:

	STEE	RS.		HOGS. I	AMBS.
	Chicago, Choice and prime.	Com-	Av. paid by packer for all cattle.	at G	chicago, ood and choice.
Jan.	\$13.12	\$7.28	\$7.13	\$10.24	\$10.29
Apr.	14.82	7.75	8.22	9.97	12.22
Aug.	16.88	8.23	7.66	11.77	10.78
Oct.	17.77	7.35	6.60	10.03	10.08
Dec.,	12.30	6.73	***	7.90	8.70

advance seasonally from January to June. The number and proportion of the lower grades of slaughter cattle marketed in the first half of 1938 probably will be somewhat smaller than a year earlier, and considerably smaller than in the last half of 1937, but the influence of reduced supplies on prices of such cattle may be about offset by the weakness in consumer demand for meats.

Among the factors responsible for the marked declines in prices of the better grades of cattle in November and December from the very high level in October were: (1) A slight increase in supplies of the better grades of cattle; (2) decreased consumer demand for meat, resulting principally from reduced industrial employment; (3) a seasonal increase in poultry consumption; (4) a greater-than-seasonal increase in pork consumption due chiefly to weakness in the storage demand for hog products; and (5) a sharp decline in hide prices.

SEE LOWER LAMB PRICES

Prices of lambs have broken sharply in recent months, due largely to decreased demand and to declines in prices of pelts and wool, says the U.S. Bureau of Agricultural Economics. Prices are expected to advance less than seasonally this winter, and to average below prices a year ago. The bureau bases this conclusion upon the larger supply of sheep and lambs to come to market, weaker demand and lower prices for wool and pelts.

Number of sheep and lambs on feed at the beginning of the year was reported as the second largest on record. This means heavier marketings of fed lambs from January through April, offset in part by smaller marketings of Texas grass-fat yearlings in March and April this year than last. On the basis of the estimated number of lambs on feed on January 1, the Bureau expects marketings will be much larger this year than last in most of the Corn Belt States, Texas, and Colorado. Smaller marketings this year than last are expected from states west of the Continental Divide, where the number of lambs fed last year was the largest in 14 years of record.

KINDS OF LIVESTOCK KILLED

The percentage of each class of livestock slaughtered during December, 1937, compared with December a year earlier is reported as follows:

Dec., 1937. Per cent.	Dec., 1936. Per cent.	10 yr. Dec. av. Per cent.
Cattle-		
Steers	38.96 58.22 2.82	44.55 52.09 3.36
Hogs-		
Sows	47,87 51.68 .45	47.84 51.75 .41
Sheep and lambs-		
Lambs and year- lings92.76 Sheep7.24	91.99 8.01	93,76 6.24

SOURCES OF SUPPLY

Percentage of livestock slaughtered during December, bought at stockyards and direct, is reported as follows:

	Dec., 1937. Per cent.	Nov., 1937. Per cent.	Dec., 1936. Per cent.
Cattle—			
Stockyards		81.20 18.80	78.11 21.89
Calves			
Stockyards Other		70.56 29.44	71.37 28.63
Hogs-			
Stockyards Other		50.43 49.57	49.02 50.98
Sheep and lambs-			
Stockyards		$62.11 \\ 37.89$	66.38 33.62

CATTLE PRICE OUTLOOK

A large part of the downward readjustment in prices of the better grades of slaughter cattle, expected for the first half of 1938, apparently took place in November and December, when prices of such cattle experienced one of the sharpest declines on record, reports the U.S. Bureau of Agricultural Economics. With the number of cattle on feed in the Corn Belt states on January 1 about 15 percent larger than the small number on feed in that area a year earlier, supplies of well-finished, grain-fed cattle are expected to increase considerably in the late winter and spring months.

Prices of slaughter cows and of the lower grades of steers probably will not change greatly during the first half of the present year, although they usually

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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., January 27, 1938 .-At 20 concentration points and 10 packing plants in Iowa and Minnesota, receipts the first four days of this week were about 12 per cent less than the same days the preceding week but 20 per cent larger than the corresponding period a year ago. The undertone in the market was fairly active and strong during most of the week. Prices of light butcher hogs advanced on Tuesday to the highest levels since November 13. The market, Thursday, as compared with close of preceding week, was very uneven, mostly steady to 10c higher, spots 5c lower on butchers. Current prices, good choice 170 to 220 lb., \$7.90@8.10; mostly \$7.95@8.05 at b., \$7.50@6.10; mostly \$4.50@6.00 at plants. Few, strictly choice, 170 to 200 lb., to \$8.15, or slightly higher; 220 to 250 lb., \$7.55@7.90; 250 to 290 lb., \$7.10@7.55; 290 to 350 lb., \$6.60@7.10; 160 to 180 lb., \$7.80@8.10. Good sows, 350 lb., down, \$6.20@6.35; 350 to 550 lb., \$5.90@6.20.

Receipts for the week ended Thursday, January 27, 1938, are reported as follows:

	This week.	Last week
Friday, Jan. 21	55,500	23,000
Saturday, Jan. 22	48,400	22,200
Monday, Jan. 24	50,100	58,800
Tuesday, Jan. 25	18,200	49,100
Wednesday, Jan. 26	22,700	40,700
Thursday, Jan. 27	66,700	30,200

CANADIAN LIVESTOCK PRICES

	STEERS.		
Top Prices	Week ended Jan. 20.	Last week.	Same week 1937.
Toronto	6.75 6.00 5.00 6.00 4.00 5.50	\$7.00 6.25 5.75 5.00 5.50 3.50 5.35	\$7.00 7.00 6.25 6.50 6.00 4.75 5.50 6.25
VI	EAL CALVES.		
Toronto Montreal Winnipeg Calgary Edmonton Prince Albert Moose Jaw Saskatoon	10.00 9.00 6.00 7.00 4.00 6.50	\$11.50 10.50 9.00 6.00 7.00 4.25 7.00	\$12.00 10.00 8.50 6.50 5.00 6.00 7.00
SELE	CT BACON H	OGS.	
Toronto Montreal (1) Winnipeg (1) Calgary Edmonton Prince Albert Moose Jaw Saskatoon (1) Montreal and and watered" basis	9.00 8.50 8.10 8.15 8.25 8.85 8.25 Winnipeg ho	\$8.50 9.00 8.25 7.85 7.90 7.75 8.10 8.00 gs sold on "off truck:	\$8.35 8.50 7.50 7.85 7.25 7.25 7.25 7.25 7.26 8."
G	OOD LAMBS.		
Toronto	\$8.25	\$8.75	\$10.50

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 27,642 cattle, 3,559 calves, 51,952 hogs and 44,237 sheep.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, January 27, 1938, as reported by the U. S. Bureau of Agricultural Economics:

BARROWS AND GILTS,									
Good-choice: 140-160 lbs. \$ 160-180 lbs. \$ 180-200 lbs. \$ 200-220 lbs. \$ 220-226 lbs. \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	8.30@	8.65	8 3560	8 80	7.85@ 8	1.25	8.1560 8.40	7.80@ 8.10	
250-290 lbs	7.80@ 7.40@ 7.15@	8.00 7.00	7.80@ 7.25@ 7.00@	8.00 7.40	7.45@ 8 7.00@ 7 8.70@ 7	.15	7.85@ 8.35 7.25@ 8.00 6.85@ 7.45	7.40@ 7.85 6.90@ 7.50 6.55@ 6.95	
Medium: 140-160 lbs. 160-180 lbs. 180-200 lbs.	7.85@ 7.85@ 7.75@	8.50 8.50 8.45	8,00@ 8,00@ 8,00@	8.40 8.40 8.40					
PACKING SOWS:	A 01 0				0.000		0.500 0.55	0.400.0.48	
275-350 lbs. 350-425 lbs. 425-550 lbs.	6.85@ 6.75@ 6.60@	6.90 6.85	6,60@ 6,50@ 6,35@	6.75 6.60	6.60@ 6.60@ 6.50@	6.65 6.65	6.50@ 6.75 6.40@ 6.65 6.25@ 6.50	6,40@ 6.45 6.25@ 6,45 6.00@ 6.40	
Medium: 275-550 lbs	6.35@	6.85	6.15@	6.60				*******	
SLAUGHTER PIGS: Good-choice:									
100-140 lbs	7.85@	8.70	7.75@	8.50			8.25@ 9.00	8.25@ 8.50	
Medium: 100-140 lbs	7.60@	8.40	7.25@	8.40			******		
aughter Cattle, Calves and Vealers:									
STEERS, choice:									
750- 900 lbs, 900-1100 lbs, 1100-1300 lbs, 1300-1500 lbs,	8.00@ 8.25@ 8.50@ 9.00@	$10.25 \\ 10.50$	7.75@ 8.25@ 8.25@	9.25	7.75@ 8.00@ 8.00@	9.25 9.50 9.50	8.00@ 9.25 8.25@ 9.50	7.85@ 9.00 8.00@ 9.25 8.25@ 9.75 8.50@10.00	
STEERS, good: 750-900 lbs. 900-1100 lbs. 1100-1300 lbs.	7.25@ 7.25@ 7.25@	8.25 8.50 9.00	7.00@ 7.00@ 7.25@	7.75 8.00 8.25	6.75@ 6.75@ 7.00@	7.75 8.00 8.00	7.00@ 8.00 7.00@ 8.25 7.25@ 8.25	6.85@ 8.00 7.00@ 8.25 7.15@ 8.50	
1300-1500 lbs	7.50@	9.00	7.50@	8.25	7.00@	8.25	7.25@ 8.25	7.35@ 8.65	
STEERS, medium: . 750-1100 lbs	6.50@ 6.75@	$\frac{7.25}{7.50}$	6,50@ 6.75@	$7.25 \\ 7.25$	5.75@ 6.25@	7.00 7.00	6.00@ 7.25 6.25@ 7.25	6.00@ 7.15 6.50@ 7.85	
STEERS, common: 750-1100 lbs	6.00@	6.75	5.75@	6.75	5.00@	6.25	5.50@ 6.25	5.25@ 6.50	
STEERS AND HEIFERS,									
Choice: 550- 750 lba	7.75@	9.00	7.50@	8.50	7.00@	8.00	7.00@ 8.00	7.50@ 8.65	
Good: 550- 750 lbs	7.00@	8.00	6.75@	7.50	6.25@	7.00	6.25@ 7.00	6.65@ 7.65	
HEIFERS: Choice: 750- 900 lbs	7.75@	8.75	7.50@	8 25	7.00@	7.75	7.00@ 8.00	7,35@ 8.15	
Good: 750- 900 lbs	7.25@		6.75@		6.25@		6.25@ 7.00	6.50@ 7.50	
Medium:									
550- 900 lbs, Common:	6.50@		6.25@		5.50@		5.50@ 6.50	5.75@ 6.75	
550- 900 lbs COWS, all weights:	5.50@	6.50	5,50@	6.25	5.00@	5.50	4.75@ 5.50	5.00@ 6.00	
Choice	6.25@	6.50	6.000	6.75	5.50@	6.00	5.50@ 6.00	5.50@ 6.15	
Medium Common Low cutter and cutter	5.25@	5.75 5.25	5.00@ 8.50@	6.75 6.00 5.50 5.00	5.00@ 4.75@ 3.75@	5.00	5.00@ 5.50 4.75@ 5.00 3.50@ 4.75	5.50@ 6.15 5.15@ 5.50 4.75@ 5.15 3.35@ 4.75	
BULLS, yearlings excluded,									
All weights:									
Good	6.00@	6.90	5,506	7.00 6.50 5.50	6.25@ 5.75@ 4.75@	6.25	6.25@ 6.75 5.25@ 6.25 4.50@ 5.50	6.00@ 6.60 5.50@ 6.25 4.50@ 5.65	
VEALERS (all weights):	11 006	12.00	12.00	only	9.00@1	00.00	9.50@10.50	9.50@10.50	
Choice Good Medium Cull and common	7.006	00.00	9.500	12.00 10.75 9.50	8.00@ 6.50@ 4.00@	9.00 8.00 6.50	8.00@ 9.50 6.00@ 8.00 4.50@ 6.00	8.00@ 9.50 6.50@ 8.00 4.50@ 6.50	
CALVES: Choice, 250-400 lbs	6.506	8.00	7.256	8.00	7.00@	8.50	7.00@ 7.75	8.00@ 9.00	,
Choice, 250-400 lbs	6.00@ 5.00@ 4.50@	7.00 6.00 5.00	7.25 @ 6.50 @ 5.50 @ 4.75 @	7.25 6.50 5.50	7.00@ 6.00@ 5.00@ 4.00@	7.00 6.00 5.00	7.00@ 7.75 6.00@ 7.00 5.25@ 6.25 4.50@ 5.25	7.00@ 8.00 6.00@ 7.00 5.00@ 6.00	
laughter Lambs and Sheep:									
LAMBS:						_			
Choice Good Medium Common (plain)	7.75@ 7.00@ 6.50@ 6.00@	8.10 7.75 7.00 6.50	7.75@ 7.00@ 6.00@ 5.25@	8.25 7.75 7.00 6.00	7.50@ 6.75@ 6.25@ 5.75@	7.80 7.50 6.75 6.25	7.25@ 7.75 6.75@ 7.25 6.00@ 6.75 5.25@ 6.00	7.50@ 7.75 7.00@ 7.50 6.25@ 7.00 5.50@ 6.25	
EWES:				9 4 00				9,000 9.00	
Good-choice	2.506	3.50	2,256	8.25	3.00@ 1.75@	3.00	3.00@ 3.75 1.75@ 3.00	3.00@ 3.85 2.00@ 3.00	

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Jan. 22, 1938, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co	7.782	11,680	17,458
Swift & Co	4,738	10,733	10,787
Wilson & Co	4,941	7,376	11,452
G. H. Hammond Co	3,153		
Shippers	12,730	24,937	22,947
Others	11,376	32,500	17,495
Brennan Packing Co., 2,944ing Co., Inc., 3,992 hogs; As	hogs; ar Pac	Western king Co.	Pack- 7,420
Total: 44.720 cattle: 6.866	calves	: 101.582	hogs:

80,134 sheep. Not including 286 cattle, 422 calves, 50,219 hogs and 3,929 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co	4.948	942	1.814	6,558
Cudahy Pkg. Co		776	1.123	5,445
Swift & Co	2,482	828	1,974	3,278
Wilson & Co		843	1,461	3,351
Indep. Pkg. Co	*****	*****	311	
Meyer Kornblum				
Pkg. Co			21111	
Others	4,818	561	2,425	3,655
Total	18,586	3,950	9,105	22,287
Not including 83,6	40 hogs	bought	direct.	

OMAHA.

					C	Calves.		Sheep.
Armour	and	Co				6,162	10,740	5,802
Cudahy	Pkg.	Co.				4.470	7,172	8,050
Dold Pk	g. C	0				952	6,177	
Swift &	Co.					4.847	6.646	5,461
Others .						*****	15,854	5,132
Cattle	and	cal	res:	Eagl	le '	Pkg. Co	16:	Greater
Omaha								
Lewis 1								
Omaha l	Pkg.	Co	174	John	n H	oth & 8	lon, 155	: South
Omaha	126	£300	107	. Tiday	anl	- Die	C- 00	C. WELLS

omana Pkg. Co., 174; John Roth & Son, 155; South Omaha Pkg. Co., 197; Lincoln Pkg. Co., 285; Wil-son & Co., 83. Total: 18.722 cattle and calves; 46,589 hogs; 24,445 sheep. Not including 21,638 hogs and 1,063 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co	2.924	1.478	4.636	5,307
Swift & Co	2,877	1.304	5,414	7,334
Hunter Pkg. Co	1,773	719	4,162	384
Heil Pkg. Co			2,310	
Krey Pkg. Co			4,046	
Laclede Pkg. Co			1,645	
Sieloff Pkg. Co			1,460	
Shippers	3,529	6,574	20,301	2,547
Others	3,621	268	14,747	774
Total	14,724	10,338	58,721	16,346
Not including 1,63 hogs and 1,551 sheep	27 cattle bought	e, 4,071 direct.	calves,	36,950

ST. JOSEPH.

Swift & CoArmour and CoOthers	$\frac{2,631}{2,919}$	485 482 83	9,893 6,828 1,087	Sheep 12,22 6,22 94
Total	6,774	1,000	17,808	19,39
Not including 3,551	hogs b	ought di	rect.	

SIOUX CITY. Cattle. Calves. Hogs. Sheep.

Cudahy Pkg. Co Armour and Co Swift & Co Shippers	3,381 2,875 2,235	152 144 75 106 14	16,787 17,218 10,503 7,231 96	5,292 8,715 4,008 855
Total	11,805	491	51,885	13,865
	OKLAHOMA Cattle.	CITY. Calves.	Hogs.	Sheep.
Armour and Go	3,362	1,540	2,823	1,296

Wilson	& Co		. 3,812		2,823 2,761 648	1,29 2,31
Total	1		. 7,481	3,045	6,232	3,62
Not direct.	including	54	cattle	and 2,059	hogs	bough

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
8. W. Gall's Son		39	****	232
E. Kahn's Sons Co		284	5,813	369
Lohrey Pkg. Co			228	
H. H. Meyer Pkg. Co.			3,362	
J. Schlachter's Son., J. & F. Schroth Pkg.		123		64
Co	22		2,881	
J. F. Stegner Co		217		
Shippers Others		794	1,632 687	424
Total	3,102	1,457	14,598	1,089
Not including 869	cattle,	20 calv	es, 3,04	l hogs

ST. PAUL.

	Cattle.	Calves.	Hogs.	sneep.
Armour and Co		2,881	21,700	6,330
Cudahy Pkg. Co Swift & Co	. 6,222	1,809 5,062	27,329	9,540
M. Rifkin & Son United Pkg. Co		165 302		*****
Total				
Not including 44 and 55 sheep bought			es, 8,69	1 hogs

V	VICHI	CA.		
	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co Dold Pkg. Co	706	983 110	$1,567 \\ 1,092$	4,295 50
Dunn-Ostertag Fred W. Dold Sunflower Pkg. Co	118	*****	416	1
Pioneer Cattle Co United Pkg. Co Keefe Pkg. Co	28 283 211			
Total		1,093 bought di	3,196 lrect.	4,346

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co		5,653	12,532	2,230
Armour and Co., Mil.	791	2,767		
N. Y. B. D. M. Co Michels Pkg. Co		59		
Shippers		11	90	12
Others	799	824	54	319
Total	3.616	9.314	12,676	2.561

DENVER.

Armour and Co Swift & Co Cudahy Pkg. Co	701 626	230 198 73	1,791 3,818 1,801	9,862 5,578 1,196
Others	1,263	254	1,489	3,638
Total	3,388	755	8,899	20,278

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co	2,211	670	16,161	3,450
Armour and Co		179	1,559	
Hilgemeier Bros			927	
Stumpf Bros			139	*****
Meier Pkg. Co	61	4	194	
Stark & Wetzel	75	16	281	
Maass Hartman Co		8		****
Wabnitz and Deters.	24	54	270	- 13
Shippers	2,026	1.169	14.643	13,673
Others		76	582	66
Total	5.945	2,176	34,756	17,208

RECAPITULATION. CATTLE.

	Week ended Jan. 22.	Prev. week.	Cor. week 1937.
Chicago	. 44,720	46,383	40,232
Kansas City	. 18,586	19,537	16,200
Omaha*	. 18,722	19,110	16,138
East St. Louis	. 14,724	13,761	14,88
St. Joseph	. 6,774	6,509	5,280
Sioux City	. 11,805	11,677	7,73
Oklahoma City	. 7,481	7,430	6,43
Wichita	. 3,129	2,949	2,163
Denver	. 3,388	3,496	4,028
St. Paul	. 13,373	6,451	12,55
Milwaukee		12,858	3,66
Indianapolis	. 5,945	4,158	6,803
Cincinnatif	. 3,102	5,155	
Ft. Worth		****	5,58
Total	.155,365	159,474	141,673
*Cattle and calves.			

HOGS.		
Chicago101,582	104,161	67.97
Kansas City 9,105	9,493	8,27
Omaha 46,589	37,786	29,08
East St. Louis 58,721	69,233	59.52
St. Joseph 17,808	18,330	11,99
Sioux City 51,835	40,968	19,63
Oklahoma City 6,232	6,742	5,18
Wichita 3,196	14.866	2.76
Denver 8,899	3,092	10,06
St. Paul 49,038	8,814	29,60
Milwaukee 12,676	59,732	7,49
Indianapolis 34,756	16,471	31.48
Cincinnati† 14,598	34,420	
Ft. Worth		7,31
Total415,085	424,108	290,37
SHEEP.		
00.104	EO OEO	FF 00

SHEEP.	
Chicago 80,134 58,079	57.03
Kansas City 22,287 20,382	44.94
Omaha 24,445 26,237	15,11
East St. Louis 16,346 15,428	11,49
St. Joseph 19,390 20,304	10,73
Sioux City 13,865 21,770	13,50
Oklahoma City 3,622 1,594	1.96
Wichita 4,346 1,820	5,85
Denver 20,278 2,668	23,42
St. Paul 16,481 23,227	24.97
Milwaukee 2.561 26,785	1,45
Indianapolis 17,208 2,053	16,68
Cincinnati† 1.089 11.498	
Ft. Worth	5,11
Total242,052 231,795	232,23

†Figures for 1937 not received because of flood.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 1718,818	1.937	26,213	12,620
Tues., Jan. 18 8,189	2,204	37,188	15,602
Wed., Jan. 1910,624	1,052	30,363	15,133
Thurs., Jan. 20 6,303	1,873	21,298	17,038
Fri., Jan. 21 1,371	460	23,350	8,893
Sat., Jan. 22 200	100	12,000	4,000
Total this week 45,505	7.126	150,412	73.286
Previous week47,121	6,806	150,652	75,481
Year ago39,578	7,693	96,622	70,639
Two years ago32,930	4,306	79,547	65,528

SHIPME	NTS.		
Cattl	. Calves.	Hogs.	Sheep.
Mon., Jan. 17 4.28	4 101	6,457	5,828
Tues., Jan. 18 2.56	1 249	5,995	879
Wed., Jan. 19 3,53	1 183	2,494	4.053
Thurs., Jan. 20 1.64	9 256	3.023	7.548
Fri., Jan. 21 64		6,132	1,785
Sat., Jan. 22 10	0	500	500
Total this week 12,71	5 799	24,601	20,588
Previous week13.37	3 1.027	20,019	21,190
Year ago 9,94	7 891	16,643	8,015
Two years ago 8,18	1 1,013	15,722	14,284

JANUARY AND YEAR RECEIPTS.

Receipts with comp		this	month	and	1938	to	date'
with comp	REISON	1938.	. 190	37.	Gain		Loss.
Cattle		 130,84	0 138,	696			7,856
Calves				146			4,568
Hogs					57,643		
Sheep		205 75	8 104	014	10 845		

WEEKLY AVERAGE PRICE OF LIVESTOCK.

																	-	Cattle.	1	Rogs.	Sheep.	Lambs.
Week		e	n	d	e	e	1	-	J	a	n			2	2		. 1	8.35	8	7.85	\$3.95	\$ 8,25
Previo	31	u	8	1	W	76	96	1	k									8.35		7.85	4.10	8.50
																		10.85	1	10.20	5.50	10.35
												۰	٠	۰				9.45		10.15	5.25	10.55
											۰	۰						9.60		7.85	4.10	8.75
1934												۰				۰	۰	5.45		3,40	3.50	8.80
1933			0								۰	0	۰					4.85		8.25	2.00	6.00
Avn			1	5	1.5	3.5	3.	.1	15	a	3	7					-	88.05		RR 95	\$4.05	88 90

SUPPLIES FOR CHICAGO PACKERS.

																		Cattle.	Hogs.	Sheep.
Weel	k	6	E	d	le	×	1	3	8	n	-	25	2.					.32,790	125.811	52,698
Prev	io	u	8		V	V	8	e	k								ì	.33,522	131,406	55,931
1937																		.29,159	79,256	61,264
1936																ì		.25,078	63,594	51,846
1935																		.82,226	95,797	49,442
1934																		25,900	189 200	49.500

HOG RECEIPTS, WEIGHTS AND PRICES.

																		No.	Av.,	Pr	lces-	_
																		rec'd.	Ibs.	Top.	Av.	
*We	eli	2	e	20	d	le	ed	1	1	Ì	LE	ı.		2	2		1	150,412	242	\$ 8.75	\$ 7.8	5
Prev	io	H	is		¥	F	6	e	k								. 1	150.652	241	8.70	7.8	5
1937		,																96,622	233	10.50	10.2	0
1936																		79,547	237	10.70	10.1	5
																	. 1	113,299	231	8.20	7.8	5
1934																		211,674	237	3.75	3.4	0
1933				0			*			0		0	٥				1	152,286	286	3.65	3.2	5
Av	g		1	18	13	33	3.	1	9	3	7						.1	130,700	234	\$7.35	\$6.9	5

*Receipts and average weights estimated. CHICAGO HOG SLAUGHTERS.

Hog slaughters at Chicago under federal in	snec.
tion for week ending Friday, Jan. 21, 1938.	
Week ended Jan. 2114	7,523
Previous week	5,645
Year ago10	

CHICAGO HOG PURCHASES.

O ALE O ALC	TROO T OTHERDS	10071
Supplies of hogs and shippers week 1938:	purchased by Chic ended Thursday,	
	Week end Jan. 2	
Packers' purchases	61,384	80,751
Direct to packers. Shippers' purchases		
	127.216	

CALIF. INSPECTED SLAUGHTER

State-inspected	kill	December,	1937:
			Number

																									N	umber
Cattle					۰		٠																			.60,00
Calves			a	۰	0					0	٠				۰		٠		0	۰						.28,85
Hogs .			۰	٠	٠	۰		0			۰		۰			0								۰		.71,06
Sheep	۰		۰						۰	0	0						0		۰	۰		٠	٠	۰		.91,81

Te	reat	10	JUC	A.	þ	L	м	I.	u	C	·	25		ŀ	,	L	U	u		I.	C	C	U	•	Lbs.
Saus	age .									0							0								2,805,294
Lard	and	la	rd .	611	bı	ti	1	ni	te	18															1,791,979 1,357,906
Chili							0				0	0	۰	۰	0	0	0		0 1						16,050
To	tal									0	0	0				0	0								5,971,229

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVI-SIONER show the number of livestock slaughtered at 16 centers for the week ended January 22, 1938:

CATT	LE.		
,	Week ended an, 22.	Prev. week.	Cor. week, 1937.
Chicago Kansas City Omaha* East St. Louis St. Joseph Sioux City Wichita* Fort Worth	32,276 22,586 19,536 11,195 7,092 9,955 4,222	33,659 23,916 18,785 11,002 6,596 9,560 4,614	30,370 21,420 15,073 19,044 5,732 6,788 5,561 5,538
Philadelphia Indianapolis New York & Jersey City. Oklahoma City* Cincinnati† Denver St. Paul	2,092 2,271 8,830 10,580 3,657 3,664	2,056 1,950 9,322 10,487 3,501 5,181 12,545	2,283 1,978 9,562 10,826 4,119 11,066
Milwaukee	3,486	4,061	2,261
*Cattle and calves.	141,392	157,185	151,616
HOO	ıa		
		045	100 008
Chicago Kansas City Omaha East St. Louis St. Joseph Sioux City Wichita Fort Worth	40,121 52,181 68,668 20,368 51,057 5,471	155,645 45,856 50,524 67,278 17,378 36,041 5,882	102,687 25,481 22,451 60,828 10,456 16,248 4,627 7,311
Philadelphia Indianapolia New York & Jersey City Oklahoma City Cincinnati Denver St. Paul Milwaukee	17,109 19,681 53,099 8,291 13,815 7,784 57,929 12,658	15,827 15,723 54,533 9,556 14,424 9,478 58,668 16,391	14,711 11,897 44,786 5,967 10,026 28,662 5,166
Total	575,700	573,204	371,249
SHE	EP.		
Chicago Kansas City Omaha East St. Louis St. Joseph Sloux City Wichita Fort Worth	61,116 22,287 20,214 13,799 18,449 13,010 4,346	42,595 20,382 21,163 13,830 20,071 20,890 2,668	62,495 44,945 21,419 11,021 13,139 13,328 5,850 5,118
Fort Worth Philadelphia Indianapolis New York & Jersey City. Oklahoma City Cincinnati? Deaver St. Paul Milwaukee	4,926 4,485 70,574 3,622 2,678 6,687 16,481 2,560	5,352 4,810 79,996 1,594 3,141 6,568 20,065 2,058	5,118 8,047 2,454 65,186 1,966 7,862 24,040 330

RECEIPTS AT CHIEF CENTERS

Cattle.

Hogs.

Sheep

Week ended Jan. 22, 1938:

At 20 markets:

																					ι	a	E	£	81	в.				D	и	3)	κ	19.				- 63	114	:0)	р.
Weel Prev																														2								31 32			
1937	10	u	17.		¥1	r	C	C.I	n.		•	*		4.		*		×	*		er.	D.	7	3	r.	NU NO				7								84			
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1937																																						30			
1936																																						31	4	06	00
1935		ľ	1	Ċ	ľ	ľ	ľ	ľ							ľ		Ĭ		ľ				Ü		Ġ	ì								ì				38	5	00	no
1934		•	•	-	•	•	'	'					1	^		•		•		1	•	-	^	^	1	^	•	•	•		١	٠	٦	•	*	0	1	68	11	O.	no
1933	*	*	*	*	*		,		-					*		*	×	*	*	,	*	*	*		•	*	•	٠	*	* 1	•	٠	۳	•	*	*	*	52	(表)	04	no no
1932	*		*						. 1			,		*		*	*	*	*		*		×	*	*	*	*		*		•	٠	*	•	*	*		77.2	4	0	00
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PACIFIC COAST LIVESTOCK

Receipts five days ended Jan. 21, 1938:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles		2,927		6,473
San Francisco		35		
Portland			7,650	
DIRECTS-Los Ange				
car; hogs, 152 cars; s	heep, 75	cars.	San Fra	ncisco:
Cattle, 650 head; o	calves,	65 head	: hogs	4,070
head; sheep, 4,320 he	ead. Po	rtiand:	Hogs, a	,419.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

	WESTERN DRESSED MEATS			
	NE	W YORK.	PHILA.	BOSTON.
STEERS, carcass	Week ending Jan. 22, 1938 Week previous	9,297 9,165 9,252	2,854 2,797 2,814	2,855 2,580 2,283
COWS, carcass	Week ending Jan. 22, 1938	986½ 1,528 2,060	1,514 1,429 1,769	2,301 2,094 2,285
BULLS, carcass	Week ending Jan. 22, 1938	254 2161/4 224	297 281 398	21 21 25
VEAL, carcass	Week ending Jan. 22, 1938	8,018 11,732 14,692	1,830 1,528 2,164	496 699 889
LAMB, carcass	Week ending Jan. 22, 1938	39,362 39,844 50,410	16,793 12,538 18,953	15,660 15,798 16,156
MUTTON, carcass	Week ending Jan. 22, 1938	2,908 1,747 4,299	463 390 935	524 602 1,374
PORK CUTS, lbs.	Week ending Jan. 22, 1938. 2 Week previous 2 Same week year ago 2	,257,000	528,982 499,516 565,792	415,631 324,915 466,357
BEEF CUTS, lbs.	Week ending Jan. 22, 1938		******	*******
	LOCAL SLAUGHTERS.			
CATTLE, head	Week ending Jan. 22, 1938	8,830 9,322 9,562	2,092 2,056 2,283	******
CALVES, head	Week ending Jan. 22, 1938	15,585 16,061 13,288	2,416 3,085 2,376	*******
HOGS, head	Week ending Jan. 22, 1938	51,370 54,533 44,398	17,109 15,827 14,711	******
SHEEP, head	Week ending Jan. 22, 1938	70,574 79,996 65,186	4,926 5,352 3,047	

U. S. INSPECTED HOG KILL

At 8 points for the week ended January 21, 1938:

ary 21, 1000.	Week ended Jan. 21.	Prev. week.	Cor. week, 1937.
Chicago	147,523	155,645	102,687
Kansas City, Kansas	40,121	45,856	25,481
Omaha		50,524	22,451
St. Louis & East St. Louis		67,278	60,823
Sloux City		36,041	15,686
St. Joseph	18,062	17,378	10,456
8t. Paul		58,668	28,662
N. Y., Newark and J. C	53,099	50,049	44,786
Total	488,590	491,439	310,932

NEW YORK LIVESTOCK

Receipts week ended January 22,

0	attle.	Calves.	Hogs.	Sheep.
Jersey City	6	806 2,520 11,689	21,528 5,806	$\begin{array}{c} 10,502 \\ 11,356 \\ 44,155 \end{array}$
Total	3,814	15,015 14,828 12,929	27,334 24,929 20,213	66,013 58,787 60,417

SOUTHERN LIVESTOCK

Union stock yards at Montgomery, Ala., one of the largest cattle marketing centers in the Southeast, handled \$5,250,000 worth of calves, hogs and sheep in 1937, a recent report states. This value was \$250,000 higher than that of the livestock handled in the previous year, officials said.

LIVESTOCK AT KANSAS CITY

Receipts of livestock at the Kansas City Stock Yards during 1937 showed the influence of drought conditions which prevailed in the area since 1933, says the 67th annual report of the stock yards company for 1937. Hog production in the territory supplying the market dropped to the smallest volume in 60 years; receipts of hogs at Kansas City in 1937 were the smallest since 1877.

Cattle and sheep receipts showed a gain over the previous year, and market officials believe these classes of meat animals are definitely on the increase in practically all the Southwestern area. Increase in the corn crop is expected to show early improvement in the hog crop, according to best calculations at this time.

During the year there were received at the Kansas City yards 1,562,163 cattle, 367,500 calves, 371,599 hogs and 1,468,635 sheep and lambs. Area included in the yards totals 238 acres, which includes 4,200 cattle pens, 700 hog pens and 450 sheep pens, with a total yards capacity of 70,000 cattle, 50,000 sheep and 50,000 hogs. Officers of the yards company are George R. Collett, president; W. H. Weeks, vice-president; L. G. Trickett, secretary and treasurer, and W. H. Geske, assistant secretary and treasurer. J. F. Daniels is traffic manager.



C. D. REVERSIBLE PLATES

CAN BE USED ON TWO SIDES EQUAL TO TWO PLATES FOR THE PRICE OF ONE!

O. K. KNIVES with changeable blades

C. D. TRIUMPH KNIVES-

all four blades in a single unit

Their superiority is an established fact. . Send for price list and circular.

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2021 Grace Street, Chicago, Illinois

"An All-Purpose Cure"

This ham, when cured, is Ready to smoke on a long schedule. It may be Boned for Boiling or Baked 20 minutes to the pound.

You can Artery Pump your Pic-Nics and Briskets. Our Big Boy Pump and Stainless Steel Needles with Prague Powder Pickle make a "Safe, Fast Cure." We teach the method of curing.





ORIGINATORS AND BUILDERS OF SPECIAL FORMULAS MANUFACTURERS OF PURE FOOD INGREDIENTS

Call on us. See our testing kitchen. Look over our large modern factory. See our laboratory at work. You are welcome. You can learn many things here. We are originators and Builders of Special Formulas and Manufacturers of Pure Food Ingredients.

DO YOU WANT TO MEASURE THE PICKLE THAT GOES INTO YOUR HAM? "BIG BOY" PUMP MEASURES IT! PRAGUE BALANCE PERCENTAGE SCALE WEIGHS IT!

1415-31 West 37th Street, Chicago, Illinois

Eastern Factory and Office: 35 Eighth Street, Passaic, New Jersey Canadian Factory and Office: 1 Industrial Street, Leaside, Toronto 12, Canada

Safely, Quickly Cleans All Surfaces

Save time and money...prolong the life of your equipment . . by using this effective, modern metal sponge for all surface cleaning. Two sizes. Two types: special non-scratching bronze alloy for tinned and copper sur-faces; stainless steel for Allegheny Metal. Will not unravel, splinter, rust or corrode. Un-conditionally guaranteed.





Order a dozen from your job-ber. Try one. If not better than anything you ever used, return unused sponges to us and full purchase price will be refunded.

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CHICAGO, ILLINOIS.

SERVING THE MEAT PACKING INDUSTRY

UP and DOWN the MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Jan. 29, 1898.)

The Bureau of Animal Industry reported ante-mortem inspection of 28,580,689 animals in 1897, of which 70,121 were condemned. This inspection was carried on at 128 abattoirs and packing-houses in 33 cities.

Hog packing at Chicago for the week ended January 22, 1898 totaled only 128,100 head. Of these Armour slaughtered 37,400, Anglo-American 7,300; Boyd-Lunham 5,300, Continental 5,700, Hammond 4,800, International 7,100, Lipton 9,900, Morris 11,000, Swift 20,000.

Cudahy Packing Co. reported sales of \$24,343,157 for the packer year ended October 31, 1897. The company employed 3,250 persons and slaughtered 878,540 hogs, 248,690 cattle and 273,972 sheep.

Kansas City Stock Yards Co. reported a year's business valued at \$110,000,000 in 1897 against \$103,000,000 in 1896, the second largest year.

Union Stock Yard and Transit Company, Chicago, held its annual meeting and re-elected the following officers: Nathaniel Thayer, president; John B. Sherman, vice-president and general manager; J. C. Dennison, secretary and treasurer. The company agreed on the following prices for feed to take effect Feb. 1, 1898: corn 75c per bushel, timothy hay \$1.25 per 100 lbs., upland hay \$1.50 per cwt.

Armour and Company opened a new branch house on January 30, 1898 at North and Franklin streets, Baltimore, Md., with Sam Prager as manager. handling any kind of farm produce, and making it mandatory upon farmers to certify the grades of products which they ship. Meats were specifically included in the list of "farm produce" which would come under provisions of the bill.

Fred T. Fuller, formerly vice-president of the National Packing Company, purchased an interest in the Peoria Packing Co., Peoria, Ill., and became its manager.

Robert T. C. Lunham, associated with Boyd, Lunham & Co., Chicago pork packers, for 35 years, died on January 28 at Everett, Ill., at the age of 56 years. He was one of Chicago's best known pioneer packers.

Swift & Company's \$30,000 branch house at Chester, Pa., neared completion.

Krakow Provision Co., Cleveland, O., was incorporated by J. Zmudzinski for \$10,000.

Chicago News of Today

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was in Chicago during the week.

Philip Mayer, retired employe of Armour and Company and member of the Armour Executives Club, passed away this week in Chicago at the age of 72 years.

R. W. Doe, vice president, Safeway Stores, Inc., Oakland, Calif., was in Chicago this week in connection with the meat campaign and the canners' convention. Safeway Stores has taken an active part in previous meat promotional campaigns.

Harold DeFord, member of the staff of Daniel J. Gallagher, packinghouse products broker, is back on the job again after a severe illness.

L. O. Cheever, editor, the "Morrell Magazine," the very attractive and informative employees magazine of John Morrell & Co., was a caller at the offices of THE NATIONAL PROVISIONER during the week.

Oscar G. Mayer, president of Oscar Mayer & Co., Inc., Chicago and Madison, Wis., packers, took up his duties as president of the Chicago Association of Commerce this week. In turning over the gavel to him, C. L. Rice, his predecessor, characterized Mr. Mayer as "a man you can depend on, a man who is able to think, and a man who is able to make up his mind." In his new capacity Mr. Mayer heads an organization embodying 4,474 Chicago business concerns, and one whose purposes and functions are regarded as indispensable to the civic and business life of the city.

TEST CONSUMER ACCEPTANCE

Tests of consumer acceptance of products give valuable merchandising and manufacturing information. Here is a scene on the visitors' route in the Chicago plant of Swift & Company, where tests are made to determine which of several products is most acceptable to consumers. (Swift 1937 Year Book.)

Meat Packing 25 Years Ago

(From The National Provisioner, Feb. 1, 1913.)

Estimates of livestock on farms on January 1, 1913 were: beef cattle 36,030,000; milk cattle 20,497,000; hogs 61,178,000 and sheep 51,482,000. Declines were recorded in all classes of livestock from the population on January 1, 1912 and 1911.

Hog receipts at principal packing points for January, 1913, showed a decline of 600,000 head from those of January, 1912, while cattle receipts were estimated at 100,000 less.

Sales of fresh beef in Chicago for the week ended January 25, 1913, averaged 10.42c per pound; in New York the average was 10.68c per pound.

A bill was introduced in the New York legislature by Senator Franklin D. Roosevelt to provide for bonding and licensing of commission merchants





Let's Consider PRICE.

Regardless of the grade, size or quantity of stock-inettes you use...whether you buy by the thousand or hundred thousand...it will pay you to compare prices. Stockinette buying deserves the same careful consideration you give the most important piece of equipment in your plant. CAHN guarantees a real saving in stockinette costs... conveniently located mill adds even greater savings! Write for CAHN's prices today.

Loahra

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Chicago, Illinois

Selling Agent THE ADLER CO.

CINCINNATI

Come to CAHN for Better Stockinettel

F.C. ROGERS, INC.

NINTH AND NOBLE STREETS

PHILADELPHIA

BROKER PACKINGHOUSE PRODUCTS

HARRY K. LAX, General Manager

Member of New York Produce Exchange and Philadelphia Commercial Exchange



A Real Business Builder

O.R.B.

Imported from Poland ECONOMICAL FLAVORFUL

FLAVORFUL

J. S. HOFFMAN CO.

CHICAGO, ILL. NEW YORK, N. Y.



Only TWO SECONDS

to firmly cross-tie any size or shape of package!

Tie your sausage boxes, bacon squares, picnics, butts, etc. with the BUNN Tying Machine gives large savings in time, twine and tying costs!

Ties 20 to 30 packages per minute. No changes or ad-

B. H. BUNN COMPANY
justments needed for various sized packages.



Countrywide News Notes

Sale of uninspected meats in Wichita, Kas., will be unlawful after March 1 under an ordinance passed recently by the city commission. The measure provides for establishment of city inspection to be paid for by a levy on all animals slaughtered.

L. M. Silberg, sales manager, Louisville Provision Co., Louisville, Ky., has been elected a director of the Kentucky group of the National Food Distributors Association. He has been employed by the company for nearly 15 years and has always been in the sales end of the business.

Middle Tennessee Packing Co., Inc., has leased old Hagey & Son packing plant at Riverside, Tenn., and will begin operations as soon as repairs are completed. George Thomas is president of the new company and John P. Sawyer will be associated with him in its direction.

Walter J. Decker, of the Val Decker Packing Co., Piqua, O., bought 50 buffalo bulls and cows on the Kansas City stockyards recently, the average weight per animal being 769 lbs. and the price 6c per pound. The animals were a part of the herd used for exhibition purposes by the 101 Wild West Show of Col. Zack Miller. Mr. Decker planned to do some experimental feeding with the buffalo, to sell some to Eastern showmen and market others through the packing-house.

With the awarding of fifteen more 25-year Institute of American Meat Packers' silver service badges to employes of Geo. A. Hormel & Co., Austin, Minn., the total of Hormel men so recognized has been raised to 152. There are four Hormel employes who have received the 50-year button. The 25-year men awarded badges recently are Russell Clawson, E. N. Anderson, Fred Carlson, Louis Feeley, Knute Olson, Gus Stark, Lyle Tate, Frank Welch, Helmar Roseth, Charles Kranbier, Chester French, Harry Skinner, Arthur Gute, Albert Paulson and E. E. Patch, all twenty-five years with the industry.

Dr. Robert Barnes, chief of the meat and canned food division of the Dominion of Canada Department of Agriculture, has been retired after 26 years service. Dr. Barnes was responsible for administration of the Dominion's meat and canned foods act and had jurisdiction over all packing plants engaged in interprovincial and export trade. He was appointed veterinary inspector in 1907 after studying meat inspection under the B. A. I. at Chicago.

Sir Joseph Flavelle, who resigned recently as chairman and director of the Canadian Bank of Commerce, began his career in his father's small meat packing plant and later operated a provision business at Peterborough, Ont. Going to Toronto in 1887 he became head of Wm. Davies Co., and other packing concerns, and was long a leading figure in Canadian meat packing before entering the banking field. He will be 80 years of age on February 15.

New York News Notes

E. E. Gingrich, manager, John Morrell & Co., Philadelphia, was a visitor to New York last week.

Edwin F. Meier, of B. Meier & Son, Inc., New York, Eastern representatives of the Illinois Meat Co., distributors of Broadcast brand canned meat products, and T. J. Brennan, of the Meier sales department, spent the past week in Chicago on business.

Louis Rosmarin, New York sales representative for Presco Products, is wearing a fine coat of tan, having just returned from a visit to Florida, where he and Mrs. Rosmarin spent a mid-winter vacation in company of president A. Goldberg, Alabama Packing Co. Birmingham, Ala., and Mrs. Goldberg.

Franz Euler has resigned as treasurer of the H. D. Catty-Franz Euler Corp. and has established a business of his own at 30 West 15th st., New York. Among other lines he will handle Sylphrap-Sylvania cellophane manufactured by the Sylvania Industrial Corp. Mr. Euler has had long experience in the transparent cellulose business, having been originally associated in 1912 with his father in the importation of La Cellophane from Bezons, France. He terms his new venture the silver anniversary of his connection with the sale of cellophane.

77 Years In Meat Trade

Ben Weil, founder of the Weil Packing Co., Evansville, Ind., celebrated this year the 70th anniversary of his residence in the United States and the 77th of his connection with the meat industry—a record few industry veterans have remained to celebrate.

Born in Alsace, France, he went to work at the age of 13 in his uncle's wholesale and retail meat business at Strassbourg. Arriving in this country in 1867, unable to speak English, he found work at \$8 per month and board. After 8 months he went into business for himself in Brooklyn, and in 1869 moved to Columbus, Ky., where he opened a meat market.

In 1871 he located a market in Evansville, Ind., and in 1875 he formed with a relative the livestock commission firm of Eichel & Weil, himself covering two states on horseback, driving cattle across country and ferrying them across the Ohio river to Evansville, or bringing them from Cairo, Ill., by steamboat. In the period from 1875 to 1888 there were no railroads or good roads in this territory, and no banking facilities in small towns, so Mr. Weil rode with money in a belt and a pistol in his pocket.

In 1889 he opened a wholesale market in Evansville and in 1896 formed the Evansville Packing Co. with R. Mannheimer as partner. He sold his interest in 1912 and devoted his time to livestock buying. But he couldn't stay out of the packing business, and in 1925, at the age of 77 years, he formed the Weil Packing Co., with his son Theodore and his grandsons, Leon, Julian and Henry. They started in a small rented plant, which was soon outgrown. In 1934 the present modern government-inspected packing plant was erected.

Ben Weil continued to do the livestock buying until his retirement two years ago at the age of 87, meanwhile having trained his grandson, Julian, to succeed to this work. He passed his 87th birthday last May, but he does not wear glasses, and continues his reading and enjoyment of his favorite game, auction pinochle, at which he is considered a master.

"In those days," says Ben Weil, referring to the early days of the retail business, "before the era of refrigeration, each butcher killed his own cattle, working 16 to 18 hours a day, and when he finished he usually built a fire of green twigs and pepper to keep the flies away from the meat." And now, 87 years old, he takes as much interest in the growing business of his sons and grandsons as he ever did in his own early endeavors.



STILL INTERESTED IN BUSINESS HE BUILT

Celebrating his 77th anniversary in the meat business, Ben Weil, founder of the Weil Packing Co., Evansville, Ind., is proud of the packing family he built as well as the business. LEFT TO RIGHT.—Leon Weil, treas. and supt.; Henry Weil, sec. and purch. agent; Ben Weil, founder; Julian Weil, livestock buyer; Theo. Weil, pres. and manager.

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW	YOR	K.	CHI	CAG	0.
	15,	12	10,	10,	15,	16,
Beef:	Jan. 1938.	Jan. 1987.	Jan. 1936.	Jan. 1938.	Jan. 1937.	Jan. 1936.
Porterhouse steak Sirloin steak Round steak Rib roast, 1st 6 cuts Chuck roast Plate beef	37	.48 .41 .39 .32 .25 .15	.46 .41 .38 .33 .25 .16	.40 .82 .29 .30 .22 .14	.42 .37 .33 .30 .23 .15	.41 .37 .32 .30 .24 .15
Lamb:						
Legs Loin chops Rib chops Stewing		.26 .39 .32 .13	.28 .40 .34 .13	.26 .38 .35 .15	.24 .37 .33 .16	.28 .40 .34 .14
Pork:						
Chops, center cuts Bacon, strips Bacon, sliced Hams, whole Picnics, smoked		.34 .37 .42 .31 .22 .18	.34 .41 .44 .35 .25 .21	.29 .85 .41 .26 .20	.83 .85 .42 .29 .22 .17	.81 .89 .46 .81 .24 .16
Veal:						
Cutlets	38	.47 .39 .33 .18	.44 .37 .32 .18	.39 .33 .28 .15	.41 .84 .80 .15	.38 .84 .28 .16

PRODUCE MARKETS

BUTTER.	
Creamery (92 score)	New York. @33½ @33¼ 31%@32½
EGGS.	
Extra firsts	19¼ @19¾ 20¼ @20¾
LIVE POULTRY.	
Fowls 12 @24 Springs 223 Brollers 17 @20 Capons 18 @25 Old Roosters 14 @15 Stags 618 Ducks 12 @22 Geese 12 @19 Turkeys 18 @24	21 @24 16 @22 18 @22 @30 @13 @16 @21
DRESSED POULTRY.	
Chickens, 17-24, frozen 27½ @29 Chickens, 25-42, frozen 27½ @29 Chickens, 43 & up, frozen. 28 @29 Fowis, 31-47, fresh 22 @24 48-59, fresh 22 60 and up, fresh @25	@31 28¼@30 29 @30 @24¼ 25¼@26 @26½

BUTTER AT FIVE MARKETS

Thursday, January			week ended
Jan. 1 Chicago	8214 8814 34 34	17 18 824 324 834 834 84 34 844 844 834 884	19 20 33 33 34¼ 34¼ 34¼ 34¼ 34% 34% 38¼ 38¼
Wholesale prices score at Chicago: 311/4			tralised-90 824 824
Receipts of butter	by citie	s (lbs.—Gr	oss Wt.):
This week.	Last week.		anuary 1,-
Chicago2,438,855 New York 3,469,342 Boaton1,092,638 Phila1,062,810	3,675,38	9 4,277,27	0 11,247,679 7 4,130,576
Total8,063,645 Cold storage move	8,856,92 ment (lb	8 31,710,283 s.—Net Wt	1 28,011,963
Jan. 20.	Out Jan. 20.	On hand Jan. 21.	Same day last year.
Chicago 14,023 New York 14,364 Boston 1,600 Phila 12,180	88,804 97,624 3,097 16,250	11,512,672 2,336,186 663,049 76,044	10,508,590

NEWS OF THE RETAILERS

Total42,167 205,775 14,587,951 20,195,812

Ray Dean has opened grocery and meat business at 2011 S. Federal Ave., Mason City, Ia.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Jan. 27, 1938.

cultural Economics at Chicago	and Eastern	markets on	Jan. 27, 1938	
Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice				
400-500 lbs	12.50@14.00 $13.00@14.50$	\$13.00@14.00 13.50@14.50	\$13.00@14.00 13.00@14.00 13.00@14.00 13.50@14.50	\$13.00@14.00 13.00@14.50
STEERS, Good:				
400-500 lbs. 500-600 lbs. 600-700 lbs. 700-800 lbs.	. 12.000213.00	12.00@13.00 12.50@13.50	11.50@13.00 11.50@13.00 12.00@13.50 12.00@13.50	12.00@13.00 12.00@13.00
STEERS, Medium:				
400-600 lbs. ¹	. 11.50@12.00 . 11.50@12.00	11.00@12.00	$^{11.00@12.00}_{11.50@12.00}$	$\begin{array}{c} 11.50@12.00 \\ 11.50@12.00 \end{array}$
STEERS, Common:				
400-600 lbs	. 11.00@11.50		10.50@11.00	11.00@11.50
COWS (all weights):				
Choice Good Medium Common (plain)	. 10.50@11.50 . 10.00@10.50 . 9.50@10.00	10.50@11.00 10.00@10.50 9.50@10.00	10.50@11.00 10.00@10.50 9.50@10.00	11.00@11.50 10.50@11.00 10.00@10.50
Fresh Veal and Calf:				
VEAL (all weights)3:				
Choice Good Medium Common (plain)	. 14.00@15.00 . 13.00@14.00	16.00@17.00 15.00@16.00 13.50@15.00 12.00@13.50	17.50@19.00 15.50@17.50 14.00@15.50 12.00@14.00	18.00@19.00 16.00@18.00 14.00@16.00 13.00@14.00
CALF (all weights) 2 8:				
Choice Good Medium Common (plain)	. 13.00@14.50 . 12.00@13.00 . 11.00@12.00	13.50@14.50 12.50@13.50 11.00@12.50	13,50@15.00 12.00@13.50 11.00@12.00	
Fresh Lamb and Mutton:				
LAMB, Choice:				
38 lbs. down	. 14.00@15.00 . 13.50@14.50 . 13.00@14.00	15.00@16.00 14.00@15.00 13.00@14.00	15.00@16.00 13.50@15.00 12.50@13.50	16.00@17.00 15.00@16.00 14.00@15.00
LAMB, Good:				
38 lbs. down	. 13.00@14.00 . 12.50@13.50 . 12.00@13.00	14.00@15.00 13.00@14.00 12.00@13.00	14.00@15.00 12.50@14.00 11.50@12.50	15.00@16.00 14.00@15.00 13.00@14.00
LAMB, Medium: All weights	. 12.50@13.50	12.50@13.50	12.50@14.00	14.00@15.00
LAMB, Common:				
All weights	. 12.00@13.00	12.00@13.00	12.00@13.00	
MUTTON, Ewe, 70 lbs. down:				
Good	. 8.00@ 9.00 . 7.00@ 8.00	8.00@ 9.00 7.00@ 8.00 6.0 0 @ 7.00	8.00@ 9.00 7.00@ 8.00 6.00@ 7.00	
Common (plain)	. 6.00@ 7.00	6.00@ 7.00	6.00@ 7.00	*******
Fresh Pork Cuts:				
LOINS:	15 50@16 50	15.00@16.00	15.00@16.00	15.00@16.50
8-10 lbs. 10-12 lbs. 12-15 lbs. 16-22 lbs.	. 14.50@15.50 . 13.50@14.50 . 12.50@13.50	14.00@15.00 13.00@14.00 12.50@13.50	14.50@15.50 13.50@14.00 13.60@13.50	14.50@16.00 13.50@15.00 13.00@14.00
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs	. 13.00@14.00		13.50@14.50	13.50@15.00
PICNICS:				
6- 8 lbs		13.50@14.00	*******	
BUTTS, Boston Style:				
4- 8 lbs	. 14.00@15.50		15.00@16.50	16.00@17.00
SPARE RIBS:				
Half sheets	. 11.00@12.00	******	********	*******
TRIMMINGS:				
Regular	. 7.50@ 8.00	******	******	*******
¹ Includes heifers 300-450 lbs. and stee Chicago. ² Includes sides at Boston and l	ers down to 300 Philadelphia.	Ibs. at Chicago.	2"Skin on" at	New York and

New meat market has been opened by E. H. Stedfeld at Glasgow, Mont.

Grocery and meat market has been opened at Overton, Neb., by W. Frank Buckley and son.

John Herbst will open meat business at 3001 N. 23rd St., Milwaukee, Wis.

R. R. Cramer and Paul Dobbin have entered meat business at Glendive, Mont.

Held's Market, West Bend, Wis., has moved to larger quarters and installed new equipment.

McAlister Meat Market, Monroe, Wash., has been taken over by Al. Nemitz.

H. W. Pickard, Las Cruces, N. M. has enlarged his market and installed new refrigerating equipment.

MEAT Campaign

(Continued from page 10.)

As the campaign program takes shape there is revealed an enthusiasm and co-operative spirit, not only within the meat packing industry, but among related and allied industries, unprecedented in an undertaking of this nature. At the Institute offices in Chicago, scores of messages have been received congratulating the Institute on undertaking the campaign from livestock producer organizations, retail groups, wholesale groups, individual packers, and many other friends of the meat trade from Coast to Coast.

Campaign Material

With the completion of shipment of one comprehensive lot of retail store sales aids in the form of posters, pennants, banners and window streamers, the Institute staff, with the help of industry sales and advertising executives, has undertaken preparation of another batch of bright, new store material which will be supplied to district chairmen for distribution to stores later in the campaign. This is expected to add new impetus to the effort to arouse interest in meat.

The 600 district chairmen have been supplied with much of the necessary material for carrying on their local campaigns. The Institute's Department of Public Relations and Trade has prepared a series of talks suitable for presentation over the radio designed to impress consumers with the current attractive prices and improved quality of meats.

Meat campaign talks also have been prepared for presentation to such groups as local Chambers of Commerce, Boards of Trade, Rotary Clubs, Kiwanis Clubs, Women's Clubs and other service and civic groups. Statements suitable for release to local newspapers—directing public attention to attractive meat prices and the high quality of the product—are in the hands of all district chairmen.

Speakers Go on the Air

Tentative arrangements have been made for the radio appearance on the Farm and Home Hour, of several of the speakers at the inter-industries meeting, broadcasting from coast to coast over the National Broadcasting System under the sponsorship of the United States Department of Agriculture, beginning at 12:30 p. m., Eastern standard time, on February 1.

Stickers designed to promote meat sales have been prepared for wide-spread use in the meat packing industry and in related and allied groups. Stickers have also been prepared for nation-wide use on menus of hotels, restaurants, lunch-rooms and railway dining cars. Millions of these correspondence and menu stickers will be distributed throughout the livestock and meat industry.

HOTELS NOW FEATURE MEAT

(Continued from page 10.)

A representative Minnesota hotel states that "since the market decline in meats our organization has increased the variety of meat dishes on our menus and has featured meats in other ways that have proven quite profitable."

An Eastern hotel reported the toooften feared result of high meat prices, saying that "prior to the most recent increase we were running a dinner menu with one fish, one poultry and five or six meat items. Now we are running two or three fish or seafood, two poultry, one vegetable plate, an egg dish of some sort and two or three meat dishes to the apparent satisfaction of our guests and with very satisfactory results to ourselves."

The manager of a group of New York hotels reports that "with an increased wage scale and the very high meat prices we were in a quandary as to the size portions to serve and the prices to be charged. The public refused to accept smaller portions or increased menu prices. We are fully convinced that the volume in our type of restaurants would increase if menu prices were lowered."

The manager of an Alabama hotel chain expresses satisfaction at lowered meat prices, so they can feature different dishes at a profit. "I will take pleasure in doing so because the people are meat-minded and they prefer some kind of meat at every meal," he said.

From Arizona comes the statement "We are pushing the sale of beef to beat the band." You can count on us to do everything we can to make everybody happy eating more meat. Our slogan today is, "Eat more meat and be happy."

Price is an important factor in the opinion of a Texas hotel manager, who says that "we are quite sure recent reductions in wholesale prices of pork, beef and lamb will enable our catering department to do a greater volume in meat dishes and greatly solve the problems that have been confronting the restaurant business due to high priced meat. Our experience in handling the public as a whole is that they back off of an article whenever the price goes beyond their means."

ARMOUR ANNUAL MEETING

At a meeting of the stockholders of Armour and Company, held in Chicago on January 28, authority was conferred on the board of directors to proceed, when in their opinion opportunity warrants, with refinancing aimed to reduce dividends and interest charges through reduction and retirement of Armour securities and substitution therefor of securities at lower rates. Issuance of bonds or debentures not to exceed \$75,000,000 convertible into common stock was authorized.

Directors re-elected for a term of three years are Sewell L. Avery, chairman of the board of United States Gypsum Co., Chicago; Elisha Walker, Kuhn, Loeb & Co., New York; Weymouth Kirkland, of Kirkland, Fleming, Green, Martin & Ellis, Chicago; Chas. J. Faulkner, jr., general counsel, Armour and Company; and Fred J. Leuckel, Trenton, N. J. At a meeting of the directors Frederick H. Prince was chosen chairman, a position which he has held for the past four years; Robert H. Cabell was re-elected president and all other officers of the company as of last year were re-elected.

FINANCIAL NOTES

St. Louis National Stock Yards Co. has reported 1937 net income of \$428,386, equivalent to \$5.86 per common share compared with \$396,347, or \$5.42 a share, in the preceding year. Gross revenues totaled \$1,334,921 and operating expenses were \$746,358. Operating profit amounted to \$469,386 compared with \$482,747 in 1936 but was supplemented with \$36,000 in dividends from subsidiaries. Dividends paid in 1937 amounted to \$6.90 a share against \$6.60 a share in 1936.

Fort Worth Stockyards Co. has declared a dividend of 37½ cents on common stock, payable February 1 to shareholders of record on January 22.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, January 26, 1938, or nearest previous date compared with a week ago.

	Sales.	High.	Low.	Clo	90
Wee	ek end	Jan.		Jan. 26.	Jan. 19.
Amal. Leather Do. Pfd	600	2%	21/2	21/4	2%
Amer. H. & L Do. Pfd	2,300	8½ 21%	8¼ 21	8¼ 21%	3%
Amer. Stores	800	934	936	9%	1114
Armour Ill 1 Do. Pr. Pfd	6,850	67%	6734	6734	70
Do. Pfd Do. Del. Pfd.		100	99%	99%	10034
Beechnut Pack,	100	99	90	99	99 76
Bohack, H. C		16%	1614	16%	154
Chick. Co. Oil.		15	14%	14%	15
Childs Co		436	434	414	5
Cudahy Pack		17%	16%	1614	18
Do. Pfd	30	6714	67	6734	6416
First Nat. Strs.	600		82	82	8234
	5,300	8234	31%	8234	8214
Glidden Co., The	2.800	2334	2216	2234	2416
Do. Pfd	100	50	50	50	80
Gohel Co		2%	21/6	2%	2%
Gr. A&P 1st Pfd. Do. New		121	121 48	121 48	12014
Hormel, G. A	850	18%	18%	18%	21
Hygrade Food	200	214	234	214	214
Kroger G. & B.	2,200	16%	16	16	17
Libby McNeill		8	8	8	814
Mickelberry Co.	700	2%	2%	2%	2%
M. & H. Pfd		814	814	814	234
Morrell & Co					29
Nat. Tea		4	4	4	434
Proc. & Gamb		48%	48	48	50
Do. Pfd	490	118	117	118	118%
Rath Pack					17%
Safeway Stra	1,800	2134	20	20%	221/6
Do. 5% Pfd	170	80	79 92	79	80
Do. 6% Pfd	50	92 102	102	102	101%
Do. 7% Pfd Stahl Meyer		10m	100	700	136
Swift & Co	7 000	1736	17	17	18
Do. Intl	1,300	251/4	25	25	26
Trunz Pork					734
U. S. Leather	500	6	814	834	8%
Do. A Do. Pr. Pfd	1,000	63	63	63	65
Wesson Oil	1 000	29%	29	29	30
Do. Pfd	100	75	75	75	75%
Wilson & Co	11.300	454	434		5%
Do. Pfd			51	51	581/2

Chicago Market Prices

WHOLESALE FRE	SH MEATS	Fresh Pork and Pork Products Pork loins, 8@10 lbs. av @16¼ @	18
Carcass Be	eef	Picnics	14 15
Prime native steers— Weel	c ended Cor. week, 26, 1938. 1937.	Tenderloins @30 @	32 131/4
400- 600	@16 20 @2014 @16 1914@20	Back fat @10	13
400- 600	@16 194,@20 @16 19 @194	Boneless butts, cellar	18
		trim, 2@4 @19 @ Hocks @10 @	10
400- 600	@14 18 @181/2 @14 18 @181/2	Vook honos @ 4 @	12 4¼ 13
dedium steers—	@12 15 @16	Slip bones 211	
$\begin{array}{llllllllllllllllllllllllllllllllllll$	@12 15 @16 @12½ 16 @16½	Pigs' feet	91/4
Heifers, good, 400-60012	@13 164@17 @13 16 @17	Livers @ 7 @ Brains @ 9	91/
lind quarters, choice	@11 10 @11 @22 @26	Livers @ 7 @ 8	6
ore quarters, choice	@11 @15	Heads @ 7½ @	8
Beef Cut		Chitterlings @ 7	61/
teer loins, No. 1	@37 @40 @30 @39	DRY SALT MEATS	
teer short loins, prime	@21 @35 @53 @60	Clear bellies, 14@16 lbs@	11%
teer short loins, No. 1	@44 @53	Rib bellies, 25@30 lbs	11%
teer loin ends (hips)	@ 29 @ 42 @ 19 @ 25 @ 18 @ 24	Clear bellies, 14@16 lbs. @ Clear bellies, 18@20 lbs. @ Rib bellies, 25@30 lbs. @ Fat backs, 10@12 lbs. @ Fat backs, 14@16 lbs. @ Regular plates @	9%
ow loins	W217 W218	Regular plates	7% 9% 81/9 7%
ow loin onds (bins)	@21 @21 @14 @15	aunt butte	* 76
teer ribs, No. 1	ଳି 26 ଲ 28 ଲ 22 ଳ 27	WHOLESALE SMOKED MEAT	S
teer ribs, No. 2	@18 @23 @14 @12	Fancy reg. hams, 14@16 lbs., parchment	
ow ribs, No. 3	@12 @11	paper	231/2
	@131/2 @161/4	Fancy skd, hams, 14@16 lbs., parchment paper	23%
teer rounds, No. 2	@1114 @1314	Picnics, 4@8 lbs., short shanks, plain181/2@	101/2
teer chucks, No. 1	@11 @13 @10¼ @12	Fancy bacon, 6@8 lbs., parchment paper.29 @	30
	@12 @12 @10 @101/4	Standard bacon, 6@8 lbs., plain241/2@	251/
	@10 @11	Insides, 8@12 lbs	34
riskets, No. 1	@10 @11 @15 @151/4	Knuckles, 5@9 lbs	30
	0 8 0 9 7 0 7 1/4 0 9 9 0 9 1	Cooked hams, choice, skin on, fatted @ Cooked hams, choice, skinless, fatted @	34 1/3
ore shanks	@ 91/4 @ 97	Cooked picnics, skin on, fatted	25 1/4
trip loins, No. 1, bals	@ 8	cooked picnics, samued, fatted	40 70
	@35 @57 @23 @30	BARRELED PORK AND BEEF	
irloin butts, No. 2	@19 @22 @73 @75		
seef tenderloins, No. 2	@53 @60	70- 80 pieces	9.00
lank steaks	@14 @11 @17 @22	100-125 pieces	5.50
mounter clous	@15% @11% @15 @16	Brisket pork	22.00 26.00
nsides, green, 6@8 lbs	@1714 @12 @1514 @1114	Clear plate pork, 25-35 pieces	16.50
utsides, green, 5@6 lbs. Inuckles, green, 5@6 lbs.	@16% @12%	Clear fat back pork, 70 - 80 pieces \$1 80-100 pieces 1 100-125 pieces 1 Bean pork 5 Bean pork 5 Clear plate pork 25 - 35 pieces 1 Plate beef 2 Extra plate beef 5 5 Extra plate beef 5 Extra plate	23.50
Beef Produ		VINEGAR PICKLED PRODUCT	'S
learts	@ 9 @ 8 @11 @10	Pork feet, 200-lb. bbl\$1	16.75
ongues		Regular tripe, 200-lb. bbl	16.50
w.tall non lb 10	@12 @10 @ 9 @ 9	Pork feet, 200-lb. bbl. \$1 Lamb tongue, short cut, 200-lb. bbl. 6 Regular tripe, 200-lb. bbl. 1 Honeycomb tripe, 200-lb. bbl. 1 Pocket boneycomb tripe, 200-lb. bbl. 2	26.00
resh tripe, H. C	011% 011%	and an analysis of the second of the second of	
reah tripe, plainreah tripe, H. Civers	@ 20 @ 17 @ 10	LARD	
Veal		Prime steam, cash, Bd. Trade\$ @ 8. Prime steam, loose, Bd. Trade @ 7. Refined lard, tierces, f.o.b. Chgo @ Kettle rend., tierces, f.o.b. Chgo @ Leaf, kettle rendered, tierces, f.o.b. Chicago @ Neutral, tierces, f.o.b. Chicago @ Compound, veg. tierces, c.a.f @ @	90n
ood carcass 15	@18 14 @15 @16 12 @13	Refined lard, tierces, f.o.b. Chgo @ . Kettle rend., tierces, f.o.b. Chgo @ .	101/4
ood saddles	$a_{22} = 19 a_{20}$	Leaf, kettle rendered, tierces,	
ood racks 8	@15 12 @13 @12 @ 9	f.o.b. Chicago	1114
Veal Produ	icts	Compound, veg. tierces, c.a.f @ .	10
rains, each	@36 @38	OLEO OIL AND STEARINE	
alf livers	@36 @50	Extra oleo oil	91/3 81/3
hoice lambs	@17 @16	Prime No. 2 oleo oil	71/4
edium lambs	@15 @13 @19 @18	VEGETABLE OILS	
	@18 @16		
ledium fores	@15 @12 @13 @11	White deodorized, in bhis. f.o.b. Chro. 21.60	8%
	@30 @15 @15	Yellow, deodorized	91%
amb fries, per lb	@20	Crude cottonseed oil, in tanks, r.o.b. Valley points, prompt	6
amb fries, per lb 6 amb tongues, per lb 6 amb kidneys, per lb 6		Cocoanut oil, sellers' tanks, f.o.b. coast, 3% @	3%
amb tongues, per lb amb kidneys, per lb		Defined in bble for b Chicago	
amb tongues, per lb amb kidneys, per lb Mutton	@ 8	Refined in bbls., f.o.b. Chicago	9
amb kidneys, per lb	$egin{array}{cccccccccccccccccccccccccccccccccccc$	OLEOMARGARINE	
amb kidneys, per lb	$egin{array}{cccccccccccccccccccccccccccccccccccc$	OLEOMARGARINE	
amb tongues, per lb	@ 10 @ 10 @ 9 @ 9 @ 12 @ 12 @ 7 @ 5 @ 8 @ 6 @ 13	OLEOMARGARINE (F. O. B. OHICAGO.) White domestic vegetable margarine	151/4
amb tongues, per lb	\$\alpha\$10 \$\alpha\$10 \$\alpha\$9 \$\alpha\$9 \$\alpha\$12 \$\alpha\$12 \$\alpha\$7 \$\alpha\$5 \$\alpha\$8 \$\alpha\$6	OLEOMARGARINE (F. O. B. OHIOAGO.) White domestic vegetable margarine White animal fat margarine, in 1 lb. cartons	15%

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb, carton	@23
Country style sausage, fresh in link	@18%
Country style sausage, fresh in bulk	@16%
Country style sausage, smoked	@211/2
Frankfurters, in sheep casings	@23%
Frankfurters, in hog casings	@211/4
Bologna in beef bungs, choice	@18
Bologna in beef middles, choice	@18
Liver sausage in beef rounds	@16%
Liver sausage in hog bungs	@19
Smoked liver sausage in hog bungs	@20
Head cheese	@19
New England luncheon specialty	@22
Minced luncheon specialty, choice	@17%
Tongue sausage	@291/2
Blood sausage	@191/4
Souse	@191/2
Polish sausage	@23

DRY SAUSAGE

Cervelat, choice, in	hog	bi	3.10	ge								@39
Thuringer cervelat												. @204
Farmer								٠	۰		۰	. @27
Holsteiner					*				*	*		. @25
B. C. salami, choice										۰		. @34
Milano, salami, cho	ice !	ln	h	g	t	u	38	8		۰		. @35
B. C. salami, new	cond:	Iti	on					٠	0	0		. @204
Frisses, choice, in h												
Genoa style salami,												
Pepperoni	****				8				*	×	ĸ	. @30
Mortadella, new co												
Capicola												
Italian style hams. Virginia hams								0	0		0	

SAUSAGE IN OIL

Bologna style sausage, in beef rounds-	
Small tins, 2 to crate	\$6.00
Frankfurt style sausage, in sheep casings— Small tins, 2 to crate	7 56
Smoked link sausage, in hog casings-	1.00
Small time 2 to ceate	6.75

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings 71	4@ 8
Special lean pork trimmings 85%121	4@13
Extra lean pork trimmings 95%	@144
Pork cheek meat	@ 94
Pork hearts	@ 6
Pork livers	@ 51/
Shank meat	
Boneless chucks11	
Beef trimmings 91	60 93
Beef cheeks (trimmed)	@ 8%
Dressed canners, 350 lbs. and up	@ 81/
Dressed cutter cows, 400 lbs. and up	@ 104
Dr. bologna bulls, 600 lbs. and up Pork tongues, canner trim, S. P	@15

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w'hse stock):	
In 425-lb, bbls., delivered	00.0
Saltpeter, less than ton lots:	0.00
	6.90
Dbl. refined granulated	
Small crystals	7.90
Medium crystals	8.25
Large crystals	8.65
Dbl. refd. gran. nitrate of soda	3.75
	0.10
Salt, per ton, in minimum car of 80,000	
lbs. only, f.o.b. Chicago:	
Granulated	7.20
Medium, undried	9.70
Medium, dried	10.20
Rock	6.60
Sugar—	
Raw, 96 basis, f.o.b, New Orleans	@3.20
Second sugar, 90 basis	None
	24.75
Standard gran., 1.0.0. renners (2%)	B4.19
Packers' curing sugar, 100 lb, bags,	
	£4.25
Packers' curing sugar, 250 lb. bags.	
	@4.15
	63.81
Deatrose, in car lots, per cwt	10.03

(Continued on page 46.)



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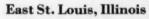
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U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Chicago Markets

(Continued from page 44.)

SPICES

(Basis Chicago,	origina	al I	bb	ls		t	8		le.	Ground Per lb
Alispice, Prime Resifted									11/4	18
Chili Pepper, Fanc										21
Chili Powder, Fan	OM.									20
Cloves, Amboyna .										81
Madagascar									336	22
Zanzibar									11%	23
Ginger, Jamaica									17	20
African										19
Mace, Fancy Band										70
East India										65
E. I. & W. I. B	lond				0 1		۰			60
Mustard Flour. Fa										221
No. 1										15
Nutmeg, Fancy Be										26
East India										22
E. I. & W. I. Ble										19
Paprika, Extra Fa	nov									281
Fancy										28
Hungarian, Fancy				0 0						24
Pepina Sweet Red	Donne						0			261
Pimiexo (220-lb. bl										251
Pepper, Cayenne .	DIM.)			0 0			0	0 0.1		25
Red Pepper, No. 1										22
Pepper, Black Ale		000			0 1		0	. 10		111
Black Lampong									144	8
										111
										12
White Java Mun										12
White Singapore									11/4	11
White Packers .					0		0			11

SEEDS AND HERBS

	for
Whole, I	Sausage.
Caraway Seed 9	11
Celery Seed, French	23
Cominos Seed 111/2	14
Coriander Morocco Bleached 10	**
Corlander Morocco Natural No. 1 81/2	10%
Mustard Seed, Cal. Yellow 91/2	121/
American 81/4	1136
Marjoram, French 20	28
Oregano 15	18
Sage, Dalmatian Fancy 81/2	10
Dalmatian No. 1 8	91/6

SAUSAGE CASINGS

SWOOMOE CHOINGS	
(F. O. B. CHICAGO.)	
(Prices quoted to manufacturers of sausage.)
Beef casings:	
Domestic rounds, 180 pack	7628533175
	U
Dried bladders: 12-15 in. wide, flat	5
Hog casings:	
Narrow, per 100 yds. 2.4 Narrow, special, per 100 yds. 2.3 Medium, regular 1.9 English medium 1.7	0
Wide, per 100 yds 1.4	0
Extra wide, per 100 yds 1.1	
Export bungs	0
Medium prime bungs	
Small prime bungs	
Middles, per set	

New York Market Prices

LIVE CATTLE

Steers, medium to good\$	8.00@	8.50
Steers, common to medium		7.00
Steers, common		6.50
Heifers, medium	up to	
Cows, common to medium	5.50@	
Cows, low cutter to cutter	4.00@	
Bulls, sausage		7.00
Bulls, cutter to medium	5.00@	6.75
and the second s		

LIVE CALVES

				~		
Vealers, good	i and	choi	ce.		8	12.00@13.00
Vealers, good						@12.00
Vealers, med	ium .					9.50@11.50
Vealers, cull						5.50@ 8.50 @ 7.75
Calves, good Calves, cull		diam				5.256 7.35
Carves, cuit	o me	HA WILL	000			0.2048 1.00

LIVE HOGS

2109-1 B		Caste, 200 200 101111114	de orne
		LIVE LAMBS	
Lambs.	good i	and choice\$	@ 8.85

DRESSED BEEF

City Dressed.

Choice,	native,	heav	y	 		17	@19
Native.	common	to	fair.	 		13	@15
					_		40

Western Dressed Beef.

Native steers, 600@800 Native choice yearlings,		@17
Good to choice heifers.		@14
Good to choice cows		@12
Common to fair cows	9	@10
Fresh bologna bulls		

BEEF CUTS

	Western.	City.
No. 1 ribs	.26 @32	25 @30
No. 2 ribs		22 @24
No. 3 ribs	.16 @20	16 @20
No. 1 loins	.45 @48	44 6050
No. 2 loins		36 @42
No. 8 loins	.25 @28	30 @34
No. 1 binds and ribs	.18 @21	21 @27
No. 2 hinds and ribs	.16 @18	16 @20
No. 1 rounds		14 @15
No. 2 rounds	. @13	12 @ 13
No. 3 rounds		11 @12
No. 1 chucks		14 @16
No. 2 chucks	.12 @13	13 @14
No. 8 chucks	.11 @12	11 @12
Bolognas		124@134
Rolls, reg. 6@8 lbs. av		.23 @25
Rolls, reg. 4@6 lbs. av		.18 @20
Tenderloins, 4@6 lbs. av.		.50 @60
Tenderloins, 5@6 lbs. av.		.50 @60
Shoulder clods		.16 @18

Common														0				0 1								16		ä	17	
DRI	ES	Š	S	E	1	D)		5	ł	1	Ę	E	1	P	•	1	Ą	ı	V	ľ)	1	L	d	A	M	B	S	
Lambs,	61	2	di	n	g		8	03	0	đ																15	1/4	a	16	1
Lambs.	38		11	hi	ĩ.		á	0.1	W	13													ì			14	iZ.	m	15	1

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)...\$13.50@14.25

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs	@16
Pork tenderloins, fresh	@31
Pork tenderloins, frozen	@33
Shoulders, Western, 10@12 lbs. av	@14
Butts, boneless. Western	@27
Butts, regular, Western	@16
Hams, Western, fresh, 10@12 lbs. av	@20
Picnic hams, West. fresh, 6@8 lbs. av	@15
Pork trimmings, extra lean	@18
Pork trimmings, regular 50% lean	@10
Spareribs	@14

SMOKED MEATS

2111-211-20	т.		•	~		
Regular hams, 8@10 lbs		ar.			 	26 @27
Regular hams, 10@12 lbs	i.	BY			 	.25 @28
Regular hams, 12@14 lbs		av.			 	23 14 @ 24
Skinned hams, 10@12 lbs		av.			 	25 @28
Skinned hams, 12@14 lbs	١.	av.			 	24 @25
Skinned hams, 16@18 lbs	٤.	av.			 	23 @24
Skinned hams, 18@20 lbs	5.	av.			 	22 @23
Picnics, 4@6 lbs. av					 	1814@1914
Pienics, 6@8 lbs. av					 	.17%@18%
City pickled bellies, 8@1	12	lbs.	. :	BV.	 	.21 @22
Bacon, boneless, Western					 	29 @30
Bacon, boneless, city					 	. 28 @29
Rollettes, 8@10 lbs. av.						
Beef tongue, light					 	. @23
Beef tongue, heavy						

FANCY MEATS

				16c a pound
				28c a pound
Sweetbreads.	beef			35c a pound
Sweetbreads,	veal .			70c a pair
Beef kidney				14c a pound
Mutton kidne	еув			4c each
Livers, beef				29c a pound
Oxtails				18c a pound
Beef hanging	r tender	B		30c a pound
Lamb fries				12c a pair
	Fresh steer is Sweetbreads, Sweetbreads, Beef kidney. Mutton kidne Livers, beef Oxtails Beef hanging	Fresh steer tongues, Sweetbreads, beef. Sweetbreads, veal. Beef kidneys. Mutton kidneys. Livers, beef. Oxtalis Beef hanging tender	Fresh steer tongues, l. c. Sweetbreads, beef Sweetbreads, veal Beef kidneys Mutton kidneys Livers, beef Oxtails Beef banging tenders.	Fresh steer tongues, untrimmed Fresh steer tongues, l. c. trimmed Sweetherad, see Sweetherad, see Beef kidneys Mutton kidneys Livers, beef Oxtails Beef hanging tenders. Lamb fries

BUTCHERS' FAT

Shop Fat										
Breast Fat		 	 0.0		 		 	 2.75	per cwt.	
Edible Sue	t .	 			 	 	 	 4.25	per cwt.	
Inedible 8	net		 	 	 	 	 	 3.25	ner cwt	

GREEN CALFSKINS

	5-9	914-1214	1214-14	14-18	18 up	
Prime No.			1.85	1.90	2.05	
Prime No.		1.60	1.65	1.70	1.75	
Buttermilk		1.50	1.55	1.60		
Buttermilk		1.35	1.40	1.45		
Branded G			.80	.85	.90	
Number 3	 6	.70	.80	.85	.90	

BONES AND HOOFS

Per ton.
Round shins, heavy, delivered basis. \$70.00@75.00
light, delivered basis 60.00@65.00
Flat shins, heavy, delivered basis @60.00
light, delivered basis @55.00
Thighs, blades and buttocks @52.50
White hoofs
Black and striped hoofs

COOPERAGE

Prices at Chicago

Ash pork barre			
Ash pork barr	els, galv.	hoops.	 . 1.621/4 @ 1.65
Oak pork barr	els, black	hoops.	 . 1.52% @1.55
Oak pork barr	els, galv.	hoops.	 . 1.624 @1.65
White oak han	n tierces.		 . 2.424 @2.45
Red oak lard	tierces		 . 2.124 @2.15
White oak law	tierces		2 221/ 602 25

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Wanted, smoked meat foreman for midwestern plant. Good opportunity. W-119, THE NATIONAL PROVI-SIONER, 407 S. Dearborn St., Chicago.

Foreman, Casing Sewing

Wanted, foreman to operate casing sewing department. State experience. W-118, THE NATIONAL PROVI-SIONER, 407 S. Dearborn St., Chicago.

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Wanted, young man between 25-30 years, experienced in packinghouse accounting for desirable permanent auditing position with firm of certified public accountants. Reply stating age, education, experience and other qualifications to Buttrick and Megary, Inc., 225 S. 15th St., Philadelphia, Pa.

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Position wanted by expert sausagemaker, experienced in all kinds of sausage and meat specialties. Can take full charge and coduct all operations on profitable basis. Maintain uniform quality and overcome spoilage and other difficulties. Excellent references. Prefer New York area. W-121, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

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for sale? Send us a list. What No. 2 No. 8 No. 8

Equipment for Sale

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For sale, 3 Harrington lard filling units; one 1-lb. size, one 4-lb., 8-lb. size, and one for larger packages. FS-907, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Equipment Wanted

Sausage Equipment

Wanted, used sausage room equipment of any kind. Also packinghouse equipment. Chas. Abrams, 1422 S. Fifth St., Philadelphia, Pa.

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you in their advertising of what they have developed that will help you operate more efficiently, produce better merchandise and sell more readily. It's decidedly to your advantage to watch the advertising of these concerns.



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Adler Company, TheThird Cov.		Levi, Harry & Company, Inc 49
Ampol, Inc.		May Casing Company 49
Arbogast & Bastian Co		Mayer & Sons Co., H. J
Armour and Company		
Armour and Company	8	and of the state o
Parata Para Para Ca	77	McMurray, L. H 34
Bemis Bro. Bag Co	7	Metal Sponge Sales Corporation 38
	20	Midland Paint & Varnish Co 28
	38	
Bunn, B. H. Co	40	Oppenheimer Casing Co 49
Cahn, Fred C	40	
	44	Pomona Pump Co
	20	Preservaline Manufacturing Co 6
	26	
11.		Quaker Oats Company 46
Cici Cianti Cotton Licanorio Correction	26	Quick Cure Brine Products, Inc 26
Cudahy Packing Co	49	Quick Cure Brine Froducts, Inc 26
Dold Packing Co., Jacob	47	Rath Packing Company 45
	-	Rogers, Inc., F. C 40
Early & Moor, Inc	49	rogers, me, r. c
		Schluderberg, WmT. J. Kurdle Co 45
Felin & Co., Inc., John J	47	Seaberg, E. R. & Co
French Oil Mill Machinery Co	28	Simonds Worden White Co 40
		Smith, Brubaker & Egan
General Tire & Rubber Co	3	Smith's Sons Co., John ESecond Cover
Gotham Cold Storage Co	20	
	20	Specialty Mfrs. Sales Co 38
	38	Staley, A. E. Mfg. CoFirst Cover
Griman Daboratories	90	Stange Co., Wm. J 40
Ham Boiler Corporation	94	Stokes & Dalton, Ltd 47
		Superior Packing Co 47
Hoffman, J. S. Co	40	Swift & Company 26, Fourth Cover
Hormel & Co., Geo. A	47	Sylvania Industrial Corporation 16
Hunter Packing Co	45	Cyrrama industrial Corporation 10
Hygrade Food Products Corp	45	H-24-1 D 1 D 1 D 1 D 1 D 1 D 1 D 1 D 1 D 1 D
		United Dressed Beef Co
Jackle, Geo. H	28	U. S. Slicing Machine Co 19
James, Frank A	49	
		Visking Corporation 5
Kahn's Sons Co., E	45	Vogt, F. G. & Sons, Inc 45
Kempner, W. J., Ltd	-	
Kennett-Murray & Co		Wilmington Provision Co 45
ixemictoriumay & Co	0.4	Thining ton 1 rovision Co 45

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Mechanically FOOLPROOF?

SAFETY PAYS DIVIDENDS.—The heavy safety ring, strong head yoke, and operating valve design constitute triple Safety Features in all ANCO Stuffers. . . . The cylinders and safety rings are polished to a glass like finish to assure easy operation and sanitation. The pistons have a unique means of holding the rubber gaskets with an even pressure, because of the smooth cylinder wall. They are so designed that when the pressure is released they will go down instantly. They are the top adjustment type pistons, which do not require removing from the cylinder for adjustment of the gasket. This is a great time and labor saving feature. The covers close quickly and seal perfectly. . . . To invest in ANCO "Foolproof" Sausage Stuffers, is to increase profits by lowering process costs and speeding up stuffing operations.

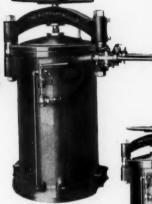


500 lbs. capacity

NON-CORROSIVE SANITARY COCKS

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Write for ANCO Sausage Equipment folder No. 43A.



200 lbs.



100 lbs.

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d, Western Office: 111 Sutter Street San Francisco, Calif



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